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# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

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No. 1

## COST FINDING—WHY NOT?

The writer has read with a great deal of interest the article published in the November National Nurseryman signed J. W. and entitled "Cost Finding." He, however, cannot but take exception to the two propositions offered in his article:

1. That finding costs for growing nursery stock will benefit nobody.

2. That such costs can't be found.

These same propositions have been offered to cost accountants by the managers of nearly every type of enterprise when it was proposed to install systems for cost finding, and one after another such systems have been installed with success. Each trader, no matter what is his line, puts forth the argument that his business is exceptional and it would be impossible or too expensive to keep his costs. These "impossibilities" have each been surmounted one after another.

Of course, most of these systems have been installed in manufacturing enterprises and it is difficult for the layman to picture the conditions of a manufacturing enterprise as applicable to a nursery. But why not? Isn't a nursery fundamentally a factory producing rose-bushes and peach trees—or whatever it is the public is willing to pay their cash for? About the only difference is perhaps, in the length of the process and the risk of crop failures.

The latter difference seems to be the basic argument J. W. puts forth for his first proposition. Half way methods of cost finding may benefit no one, but suppose a nurseryman knew how much each block in his nursery had cost him up to the time he was ready to sell it—which might be any time before the stock had matured. If he had kept cost and production records for a period of years he would be very much more able to estimate the additional cost of bringing the stock from the time of sale to maturity and delivery.

Planning future production is the biggest problem of nurserymen in this case and with also a record of past production and past cost, cost finding should benefit almost any nurseryman. He must of course consider the possibility of such things as droughts, hail, etc.

What nurseryman does not take the depreciation of his buildings and equipment as part of his costs? These are based on an estimation of the life of these assets, (or, perhaps, as much of a deduction as the income tax unit will allow). With crop production records to base his judgement upon why could not the nurseryman set up the same sort of reserve for crop failures and add this charge to his costs.

Only manufacturers of a patented novelty and with no competition, can expect his costs to control his selling price and even then he is confronted with the possibility of competition from an imitator and a change in his market. Why say then that the nurseryman is unique in his knowledge that costs do not control selling price. How about the tanners, the woolen mills, the independent steel mills and countless others that also know this fact but keep right on keeping costs? Can we suppose for a minute that they would continue this expense without benefit? It may not govern their selling price, but it certainly guides them in planning their production so that they can confine themselves to the lines that, *on the average*, show the greatest margins between costs and market prices. No one can expect to regulate their own selling prices based on their costs in this day of competition, but they can always let their competitors market the items of their line on which they know they are not showing sufficient profit and confine themselves to the more remunerative products.

J. W.'s second proposition presents more of a problem to the nurserymen than his first. We may surmise that the greatest reason for such a proposition is that very little definite and organized effort has been put forth by the nurserymen to obtain their costs. Cost keeping is a philosophy very different than that of the average nurseryman, because his interests and efforts have all been directed toward growing and marketing nursery stock.

Much more difficult propositions have been put up to Cost Accountants than that of the nurserymen, and have been satisfactorily and practically solved. True enough, the nurserymen cannot afford to burden themselves with cumbersome cost systems unless they can obtain data of value to their operations. But, with some organized effort along this line and with the aid of some good cost accountants it would soon develop whether "Such Costs Can't Be Found" or whether they can be compiled in a practical and inexpensive manner and give to the nurserymen sound data upon which to base their production and trading. Let us see if good cost accountants cannot do for the American Association of Nurserymen what they have done for the National Association of Paper Box Manufacturers, for the United Typothetae (the association of job printers) and for many others. Our problem was theirs except for the cost of crop failures and the average cost of such failures can be pretty accurately estimated after a few years records were kept.

C. S. P.



## Bountiful Ridge Farm and Nurseries

Bountiful Ridge Farm and Nurseries are located three miles west of Princess Anne, Maryland. For some years the proprietors of these comparatively new nurseries have been growing trees on contract for large orchard in-

plum, peach and cherry. The land has been well tested out and it has proven itself well adapted to the growing of this class of stock. Cherry trees especially succeed, as well as can be grown anywhere.



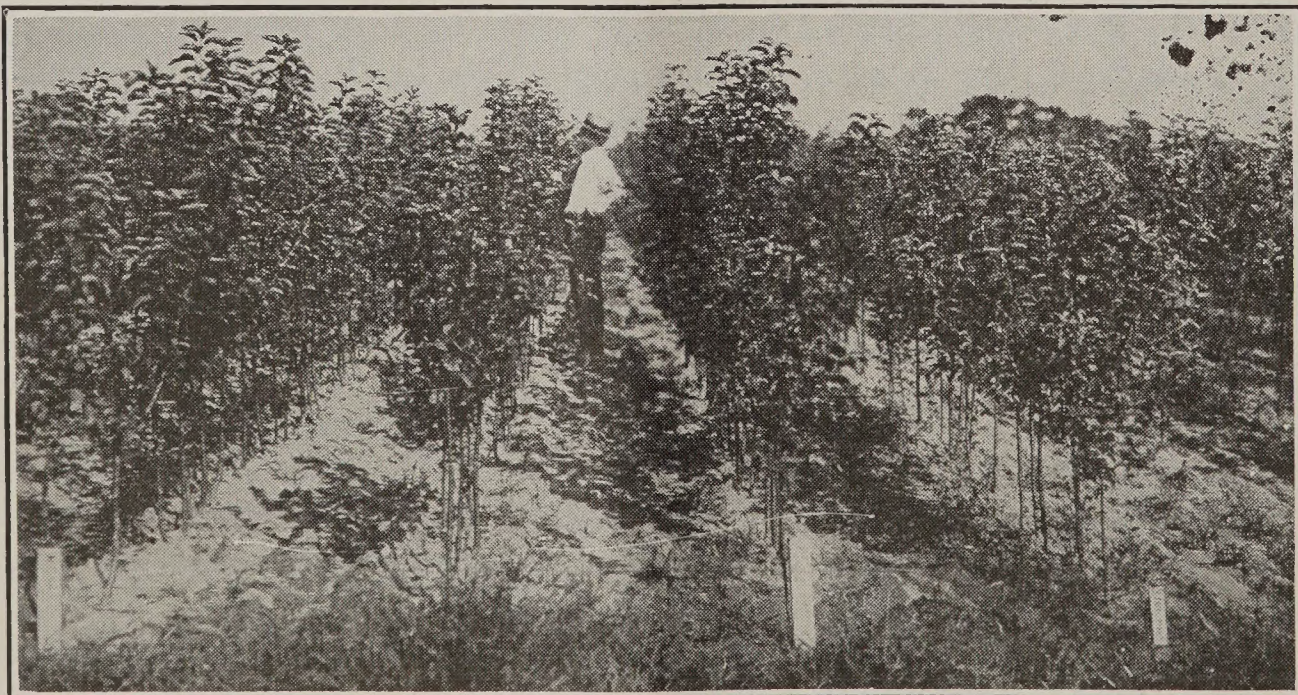
*A Sectional View of Our One-year Apple Grafts, August 1, 1923*

terests and, in this way, have acquired a wide experience in the growing of fruit trees.

It is not the object of the business to try to become one of the largest nurseries in the States, but it is their object to grow as much nursery stock as they can look after well. They are specializing in fruit trees: apple, pear,

The slogan of these promising growers is "Plan to Plant a Bountiful Tree, grown by the Bountiful Ridge Farm and Nurseries."

The cuts published in this issue, showing one and two-year apples, speak for themselves.



*A Sectional View of Our Two-year-old Grafts, August 1, 1923*



ADDRESS BY W. G. McKAY, MADISON, WISCONSIN,  
BEFORE THE MEETING OF NORTHERN RETAIL  
NURSERYMEN'S ASSO. AT ST. PAUL, MINN.

Arbor Day roadside planting has an appeal in it which upon first thought is very commendable. We are all interested in Arbor Day for it creates in the children of our schools an interest in trees, plants and shrubs and cultivates an appreciation of the beauties of Nature. Further, it is intended to interest the earnest intelligent efforts of all the people, more especially in rural and suburban communities, in improving the surroundings of homes and school grounds, and it is with this in mind that many states have laws covering Arbor Day.

This leads up to roadside planting, which needs to be considered carefully by nurserymen. Such movements are usually started by some club, Rotary, Kiwanis, Women's Clubs or the like. They consider first and foremost how cheap the trees can be bought and if the club or organization buys the trees, that is about as far as they go. Even the planting is an after thought, and up to the time of the arrival of the trees has not been worked out. Very often, at the last moment, some experienced help is secured and the trees planted. This club or organization has not perfected arrangements nor do they have a fund for maintenance; hence results are unsatisfactory.

No nurseryman can afford to commend any movement unless the same is conducted on sound business principles. The reaction on the nursery supplying the trees for roadside planting will surely come regardless of the fact that the trees did not have proper care and attention and it would have been much better if the nursery had not furnished the stock at all. Very often we lose sight of this element in business. If we are to build business for the future, we must not encourage something that is not sound.

Some club, organization or individual may have effected a proper arrangement to plant and care for roadside planting. In that case nurserymen should encourage such planting by supplying carefully grown trees of uniform size, for very often such trees are dedicated to soldiers who lost their lives in the late war. Hence nurserymen should be very particular in furnishing sturdy, healthy trees, so that in case at any time a tablet is put at the base of his tree or trees, the tree will be in keeping with the purpose for which it was planted and dedicated.

Arbor Day has been in effect for many years and even today there are hundreds of school grounds where practically no trees are visible. However, many trees have been planted by the children. All of which bears out the statements above made and sums up the impracticability of roadside planting as it is now conducted. Possibly in Minnesota, where you have a State Forester, it can be encouraged, especially in the prairie part of the state where more trees are needed. I shall be glad in the discussion, which I hope will follow, to hear from Minnesota nurserymen as to the care and attention these roadside plantings are receiving.

In conclusion I want to call your attention to three kinds of planting:

First—Plant trees and care for them.

Second—Plant also the love of trees in the best soil—the heart of childhood and youth.

Third—Plant likewise knowledge concerning trees.

Now if nurserymen encouraged these three kinds of planting it would only be a comparatively short time before our states would be noted for sound judgment in tree matters.

### THE GARDENERS' OPPORTUNITY

BY MARTIN C. EBEL

At the annual fall exhibition of the Horticultural Society of New York, a number of new names appeared in the list of successful prize winners which have not heretofore been noticed as exhibitors. This was also found to be the case on studying the prize winning lists of some of the local shows.

Does this not indicate that the old time interest in flower shows is being revived and that the owners of country estates are again disposed to support flower shows as liberally as they did before the war caused a curtailment of expenses? I think so. I know of two instances where gardeners, only recently placed in charge of the estates but who quickly gained the confidence of their employers, approached them to obtain permission to exhibit at the fall shows. Consent was granted but with grave doubts that the gardeners could successfully compete against the regular exhibitors with such short preparation. The results proved otherwise, however, and I am now looking for great achievements at the International Flower Show next spring from these two estates, which never before exhibited, as the owners have now become interested and their gardeners are quite enthusiastic.

There are many other employers like those just referred to, but there are also many gardeners who hesitate to approach their employers with suggestions or recommendations that might revive old or install new interest. But why should they hesitate when the suggestions or recommendations they might make would be to the benefit of their employers? The employers cannot fathom what may be stored in their gardeners' minds that would tend to improve their estates.

No greater opportunity presents itself for the professional gardener to exploit his skill than at such events as are to occur in the spring of 1924, the International Flower Show at New York from March 17 to 22, the National Flower Show at Cleveland from March 29 to April 6, and the National Orchid Show at Boston in May. The time is none too soon to begin preparations. These shows are as dependent for success on the small grower as they are on those who may compete in the larger classes, for it is the smaller classes for specimen plants and for one or two dozen cut blooms which help to make the shows interesting. The public enjoys studying the individual plants which is not always possible when the plants are gathered in a group of many varieties. As for Madame Estate Owner, she is gratified



with her gardener's success when she observes her name in the press among the list of prize winners, and it does not really matter to her what the exhibit is, if it secures the honors.

It is at the flower shows that estate owners often begin to "sit up and take notice." They see the exhibits from neighboring estates and wonder why they cannot have the same high quality flowers as their neighbors show. Then they begin to feel that while they are paying the bills, they are not obtaining the results. This is not always their gardeners' fault, for the disbursements are not always sufficient for the results they desire. But how are the employers to know this, if their gardeners do not intelligently inform them how much more could be accomplished in making the estate attractive through a little additional expenditure?

When a man is placed in charge of a business, he is expected to produce certain results, and if he cannot, it remains with him to make known the reason why. When a gardener finds that he is not producing satisfactory results, due to certain restrictions or limitations, in justice to himself he should inform his employer why the results are unsatisfactory. In doing so, he may succeed in having the restrictions removed, and at least he is performing his duty in informing his employer why the anticipated results are not forthcoming.

There is no question but that the employers are demanding more and more that their gardeners possess initiative to recommend how an estate may be improved in order to provide more pleasure for its owner, and not merely be able to "keep a place up." They are looking for quality in their gardeners as well as ability to work and can see no reason why they should not have it. Sometimes it becomes necessary to explain that they are not paying the quality price, but this is usually met with the response that they are willing to pay the price if they can obtain the quality. Now this is no mere theory, but is based on what actually transpires in interviews with estate owners who visit our offices, and who come from all parts of the country. We are meeting with an entirely new class from all parts of the country. We are meeting with an entirely new class of owners of country estates, men still actively engaged in business who are acquiring estates somewhat as toys with which to play and who wish to possess them for the joy they may derive from them, and not because society demands that they must own them.

The employers are manifesting much interest in the affairs of their gardeners through their support as sustaining members of the gardeners' national association, by the way they entertain them during their annual conventions, and in patronizing the association when knotty problems arise over the management of their estates. It remains with the gardeners to continue to increase this prestige by showing that if given but half a chance, they are willing and interested to minimize the annoyances that estate owners have sometimes to contend with, for when all is said and done, it is really a fifty-fifty proposition.

Let us start now to do our share to make the big shows of the spring of 1924 a tremendous success. Their success will arouse a greater interest in American horticulture which spells greater opportunities for the profes-

sional gardeners. You may not be in a position to prepare anything for the big classes, but you must be unusually handicapped if you have some glass and cannot grow a specimen plant, something not commonly grown, or a few dozen blooms to exhibit. It is far more creditable to be able to say when the shows are over, "I also ran," than to have to confess that you did not try at all.

There is nothing on earth today what will heal the jealousy and hatred that is permeating it, as will the love for flowers, for he who loves flowers, must love God, and he who truly loves God, cannot long hate his fellow man. So fellow gardeners, yours is a great mission through the ministry of flowers. Interest your employers in it. Approach them as friends, for if you have your employer's confidence, you will surely find that they are friends and that they will give their co-operation and support to any good motive you may present to them. It is through better gardens and more flower shows that this gospel of the flowers can be spread.

#### T. SAKATA HAS NARROW ESCAPE FROM THE EARTHQUAKE

The following letter will be of interest to nurserymen, as it was an answer to an inquiry by the National Nurseryman how T. Sakata & Co. had fared during the terrible earthquake:

The National Nurseryman,

Dear Sir:—It is very kind of you to make inquiry as to how we fared during the terrible earthquake. Just two minutes before noon of September 1st the first quake started and within thirty seconds the roof of our three-story house came down, burying eleven of us. Our office was a wooden building. The writer was buried under the roof but through being near a strong large safe, which prevented the roof falling on me, I thus escaped death. I tried to dig out but every effort was in vain until one of our boys, who had escaped, came to my aid and dug me out after about thirty minutes. I was in a terrible condition, my clothing practically torn from me while getting out from under the building.

To our great delight and surprise we dug out eleven boys and girls. They escaped much injury which was truly miraculous as we found nearly all our neighbors lost some of their families. After we had escaped from the building into the road we found it under water so we had to go to Yokohama Park, together with our employees to spend the rest of the day and night, until four o'clock the next morning.

When we reached home I found everything was in good condition, the majority of the families of our employees had escaped with their lives. Everything was burned but fortunately the majority of seed stocks were not in yet and our loss has been comparatively light.

We are shipping all of our trees and flower seeds to our Chicago branch, where they will attend to the delivery, etc. It is the only way we can do under our present condition.

Thanking you very much for your interest and sympathy, we are

Sirs,

Yours very truly,

T. SAKATA.



## TO THE TRADE ONLY

We Grow and Sell a General Assortment of  
Nursery Stock. Strong on

**Apple, Pear, Cherry, Plum and Prune  
Fruit Tree Seedlings, Small Fruit Plants  
and Portland Roses**

*Advance Price List Now Ready. If You Do Not  
Have It, Write and It Will Be Mailed Promptly.*

Remember, We Are

**Headquarters for Nursery Supplies**

**Portland Wholesale Nursery Co.**

971 SANDY BOULEVARD

**PORTLAND : : OREGON**

## A Complete Assortment of NURSERY STOCK

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees Shrubs  
Evergreens  
Paeonies Perennials  
Roses

**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

## Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**

Princeton in New Jersey

January, 1924

## NURSERY SPADES

EXTRA LONG STRAPS

and

**REINFORCED AT  
BEND OF HANDLE**

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**STRAP IS WELDED  
TO BLADE**

*Made in Either Square  
or Round Point*

**T. ROWLAND'S SONS, INC.**

Cheltenham -:- Penna.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

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THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Easton, Md., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., January 1924

## SEASON'S GREETINGS

*The Good Wishes expressed at Christmas in  
the shape of cards and letters among the trade  
amounted to a benediction.*

*The "National Nureryman" received many of  
them.*

*The joy we feel at such evidence of good fel-  
lowship among the trade adds much to our  
faith that we shall all have a Happy and Pros-  
perous New Year.*

IT IS NOW UP TO THE NURSERYMAN Standardized Plant Names are now coded into a handy volume that is available to all who desire it. Unselfish men have labored long and well to bring about something that seemed impossible a few years ago. They have brought into being a book that condenses the labors of generations of scientists and botanists. Nurserymen can now talk to each other and their customers in a language that will be understood and is definite.

Standardized Plant Names, when accepted and used by the nursery trade, leaves all the uncertainties and quibbles of plant nomenclature with the botanists where they belong. The nurseryman, as a business man, is only interested in names by which he can positively identify his goods to his customers. Whether the name is botanically correct is not so important as that it is not a name that will confuse or deceive his customers.

Standardized Plant Names is not a book, it is an institution and one that will steady the nursery business and bring about precision and confidence.

The authors have builded well in that they have avoided finality and made Standardized Plant Names a pro-

gressive institution that time and experience will mould to the needs of the trade.

It is now up to the nurserymen to do their part and make it an active agent in the affairs of their particular business.

Nurserymen must tell their printers of its adoption by the trade and the necessity of using it in making catalogs.

There should be a copy on the desk of every stenographer, one in the hands of the nursery foreman; in fact if it is to do the work expected of it, it must be put in active use. It will accomplish nothing on the office book shelf.

NURSERY PUBLICITY It is gratifying to note the nursery publicity that the trade is getting through the daily press. It is seldom one picks up a

paper that there is not some reference made to nursery business, either directly or indirectly; considering, however, the importance of plants to our well-being they should still be noted a good deal more. They should enter more into our daily life and interests.

In the vicinities of large nurseries there is more likely to be a general interest in plants and planting. In the issue of the Greensboro Daily News of Sunday morning, December 2nd, it was interesting to note there was a full page advertisement of the J. Van Lindley Nurseries Company, Pomona, North Carolina, in an AD offering plants by telling of "The Ministry of Gardens" explaining how both the body and soul are revived by contact with nature, through a restful evening being spent in a garden, after the nervous strain of daily toil. On another sheet was a one-quarter page advertisement of the Oettinger Lumber Company giving away, without cost, 1000 rose bushes, with the object of making Greensboro the Rose City of the East. Of course it was an indirect method of advertising the Lumber Company but it was doing equally as much advertising, or Market Development, for the Nursery products. On still another page one-half column of the J. Van Lindley Nursery Company arousing interest in roses. On the editorial page was an editorial under the caption "To Make Greensboro More Beautiful." It is a good sign when different concerns combine with the nurseryman to make the home town more beautiful. This is real market development.

ENCROACHMENT ON CITY PARKS The congestion of large cities and the traffic problems are beginning to encroach on the parks. According

to the New York Times attempts are being made to run a subway through a section of Central Park to relieve congested traffic. A hearing was held before the Board of Estimates, when Frederick W. Kelsey, who is director of the Parks and Playgrounds Association and head of the F. W. Kelsey Nursery Company, 50 Church street, fought very eloquently against any encroachment on the park and urged rather restoration and not destruction.

He called attention to a decadence which had already taken place in Central Park, comparing its former glories with the present condition. The uncongenial soil and other conditions unfavorable to continued growth of the



## FALL 1923

**SEND US YOUR WANT LIST**

Apples, 1 and 2 Year

Peach

Grapes, 2 and 3 Year

Asparagus, 2 Year

Ornamental Trees and Shrubs

California Privet, 2 Year

Barberry Thunbergii

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NORWAY MAPLES—1½ inches up to 3 inches.

SUGAR MAPLES—6 to 8 feet, up to 4 inches.

EUROPEAN SYCAMORES—Several fine blocks.

PIN OAK and RED OAK—8 to 10 feet and larger.

AMERICAN ELMS—1½ inches and larger.



## EVERGREENS

RETINOSPORA—Picifera Aurea, Plumosa, and Squarrosa, 4 to 7 feet.

NORWAY SPRUCE—Sizes up to 7 feet.

AMERICAN ARBOR VITAE—Fine block 5 to 7 ft.

Good supply of leading varieties of Fruit Trees, Shrubs, Roses, and Perennials.

**THE COLE NURSERY CO.**

Painesville, - - - Ohio.

## APPLE SEEDLINGS

We are now grading and making shipments. Refrigerator service in all directions.

For results, try our thoroughly matured and frequently sprayed Apple Seedlings.

## APPLE GRAFTS

Made largely from Orchard Scions and selected hardy Apple Seedlings.

Order early while our assortment of varieties is complete.

*Write for Winter Wholesale Price List Just Issued*

**SHENANDOAH NURSERIES**

A. F. LAKE, Pres.

C. B. LAKE, Vice Pres.

R. S. LAKE, Sec'y-Treas.

SHENANDOAH : : IOWA



beautiful trees had wrought much havoc in the last few years

One of the speakers in favor of the subway stated he had listened to a lot of sob stuff about grass and trees, but he had not heard a word about the people who are packed in the subway ears like pigs.

The affair, of course, was only a local one to New York City, but it is also true of all the larger cities, to a greater or lesser extent, increased population, transportation problems are continually encroaching on the open spaces and vegetation in cities which make life worth living and add so much to the beauty of them.

The Editor has been the recipient of many beautiful Christmas cards, a unique one came from our friend, Frank A. Weber, Nursery, Mo. The picture sketches a man in dressing gown, head swollen and muffled up, one foot heavily bandaged resting on a chair, the other soaking in a pan of boiling water. Numerous bottles of medicine are on the table. The verse reads:

**The past year's been so full of grief,  
That I can't even send a Holy leaf.  
I've been cursed, abused & cheated—  
In fact darned badly mistreated!  
I fear I'll soon be begg'n';  
Either that, or start bootleggin'.  
But when it comes to Christmas Cheer  
It's a lot more plentiful than beer  
I send Kind Regards; I can send no more  
And hope things'll be better in 24.**

A large box of all kinds of evergreens was received by the National Nurseryman on the afternoon of December 24, with the enclosed card:

#### CHRISTMAS GREETINGS

Hello folks! How are you  
This merry Christmas morn?  
I hope you'll have the jolliest day  
You've had since you were born.

E. C. ROBBINS, Pineola, N. C.

We thank Mr. Robbins and wish he could have been at the office and seen how many people he made happy.

#### INSECT AND PEST ACT

In order that the provisions of the Destructive Insect and Pest Act and regulations there under should be generally known, a pamphlet covering the matter has been issued from Ottawa, and can be had free on application to the Publications Branch of the Department of Agriculture. Both Act and regulations are administered by the department through an advisory board composed of Messrs. Arthur Gibson, Dominion Entomologist, chairman; E. S. Archibald, director, Dominion Experimental Farms, vice-chairman; J. H. Grisdale, Dominion Deputy Minister of Agriculture, H. T. Gussow, Dominion Botanist, and L. S. McLaine, Chief of the Division of Foreign Pests Suppression, secretary. The regulations took effect on September 1 this year.—Canadian Horticulturist.

## BOOK REVIEW

### CULTIVATED EVERGREENS

The work just published "Cultivated Evergreens" edited by L. H. Bailey should receive a hearty welcome from nurserymen and others interested in plants.

Apart from the limited number of the commoner kinds there is no grouping of plants about which there is more confusion as to their identity, and there is no group of plants more worthy of attention by the nurseryman. The choicer kinds, which are always in demand, should be grown in larger quantities and brought to the attention of the buying public to a much greater extent than they are.

For a long time the need of a book treating exclusively of evergreens has been felt and the work just published should satisfy this need. It is practical enough to satisfy those who are only interested in the cultivation, hardiness and the commercial possibilities of the plants of which it treats; and technical enough to insure accuracy to those botanically inclined. It is copiously illustrated giving the habits of evergreens, making it especially valuable to the landscape gardener, who wishes to know what the subjects he is using look like at maturity.

The book is written by experts who are familiar with the peculiarities of the different species and varieties, cultural note showing the real plantsman's knowledge of them. It is a book all nurserymen should have, for reference, in the office. Published by the MacMillan Company, New York, N. Y. Price \$7.50.

### STANDARDIZED PLANT NAMES

Ah it's come! Not so big either, when you compare it with Index Kewensis.

Looks like a headache inside.

I'll bet the editors were glad when the final proofs were o. k'd.

Let's see how it works. Look up Norway Spruce. "Norway Maple, Norway Spruce, etc.—see Maple, Spruce, etc.

Not so good for the first reference one reference should be enough for such a common tree.

Here it is, Norway Spruce. *P. excelsa*. Wonder what *P.* stands for? *Pinus*, *Picea*, Ah that's it. It used to be a Spruce not a Fir. Let's see, the abies were spruces now they are firs, oh shucks! I don't know what they were.

Now according to standardized plant names Norway Spruce is *Picea excelsa* and it is a fir, no a spruce.

Try it again on the Japonicas the lady gardeners ask you about. Nothing doing. That is funny, there should at least have been a note, saying Japonica was merely a plant's tail and only heads were named.

Oh lor! just as we were getting so we could say Evonymous we have to go back to Euonymous.

Now try a real hard one. There used to be a tree at Meehan's Nurseries *Zizyphus communis*. Nothing do-



## HOOPES, BRO. & THOMAS CO. THE WEST CHESTER NURSERIES

West Chester, Pa.

Established 1853

Incorporated 1907

**APPLES**—All the leading varieties. If you want to please your customers send them some of our 2 yr. buds and 3 yr. grafts as they are the finest we ever saw.

**PEACHES**—Strong. Belle, Carman, Elberta, J. H. Hale, etc.

**Norway Maples**—1½" caliper and up. As good as you ever saw.

**Boxwood, Pyramidal**

**Abies Nordman's**

**Arbor Vitae compacta, conica densa & globosa.**

**Retinosporas** as follows: argentea, compacta filifera, filifera aurea, pisifera, pisifera aurea, plumosa aurea.

**Spruce, hemlock, oriental, polita and white.**

*Send Us Your List of Wants*

## General Assortment —OF— NURSERY STOCK



FRUIT TREES

SMALL FRUITS

RHUBARB

SHADE TREES

SHRUBS

ROSES

APPLE SEEDLINGS

CLEMATIS PAN

CATALPA BUNGEII

Let us have your want list for special quotations.

**A. WILLIS & CO.**

OTTAWA, KANSAS

## SURPLUS STOCK

We offer for immediate shipment in car loads Oriental Plane, Sugar Maple, Water Oaks, Ash, Elm, River Birch, Liquidambar, Tulip Poplar, in sizes up to 25 feet, 500 Pride of Rochester Deutzia 7 to 8 ft. clumps.

### LINING OUT STOCK—Any Quantity

20,000 LOMBARDY POPLAR ROOTED CUTTINGS 2 to 3 ft., 3 to 4 ft.  
50,000 CALIFORNIA PRIVET CUTTINGS.

500,000 AMOOR RIVER (SOUTH) PRIVET SEEDLINGS 4 to 6 inch.

100,000 EUONYMUS AMERICANA 18 to 24 in. and 2 to 3 ft.

60,000 FEET OF BROWN TURKEY FIG WOOD.

150,000 LUMBER PINE SEEDLINGS 10 to 15 inch.

700 THUYA ORIENTALIS 2 to 3 ft. and 3 to 4 ft.

300 THUYA OCCIDENTALIS 12 to 18 inch.

20,000 DEUTZIA CUTTINGS.

### FRUIT TREES and SHRUBS

1,000 STAYMAN'S WINESAP APPLE TREES 3 yrs. 5 to 7 ft.

2,000 STAYMAN'S WINESAP APPLE TREES 2 yrs 5 to 7 ft.

1,200 BLACK BEN APPLE TREES 3 yrs 5 to 7 ft.

3,000 DELICIOUS APPLE TREES 2 yrs 5 to 7 ft.

5,000 ASSORTED APPLE TREES 2 and 3 yrs. 5 to 6 ft. and 6 to 7 ft.

20,000 ASSORTED APPLE TREES 1 yr. 2 to 3 ft. and 3 to 4 ft.

25,000 JUNE BUDDED PEACH IN ASSORTMENT.

250,000 AROMA, MISSIONARY AND KLONDYKE STRAWBERRY PLANTS FROM NEW BEDS.

FINE STOCK OF BLACKBERRY, DEWBERRY, GRAPES, SCUPPER-NONG 2 yrs. old. 150 pounds IBOTA PRIVET SEED.

### WANTED

Fruit tree stock. Lining Out Evergreen, Flowering Shrubs, Bulbs, Roses, Flox, Evergreen and other seeds for winter and spring planting. Send us your surplus lists and want lists.

Will exchange as far as practical. Address

**THE CURETON NURSERIES**

AUSTELL

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GEORGIA

## Thoroughly Matured Seedlings

APPLE

(Straight or branched)

MAZZARD

MYRO

These are in our splendid frost proof storage, now enlarged to include an area of 16,000 square feet in which we can house two large refrigerator cars, and load in the coldest weather.

These seedlings are in the pink of condition, well rooted, thoroughly matured, and sure to please.

**CAR LOAD RATES:** We will have carload shipments to many different distributing points east of the Mississippi and can guarantee carload rates to some point near you. The rate is \$1.85 per cwt.

**REMEMBER:** Our seedlings are clean, healthy and hardy. Grown on new ground—never before in seedlings. Dug, graded and loaded under the best conditions. We have moisture under control. Practically no fall rains to induce late growth.

Crisp, dry weather ripens them naturally and thoroughly. Quality, grade and pack guaranteed.



**WASHINGTON NURSERY CO.**

Toppenish, Washington

(In the Famous Yakima Valley)

Box P-1



ing. See if it is in Baileys or Nicholson, not listed in either. Guess, Meehan's had a rare tree.

Try again, *Berchemia volubilis*, no reference. Here it is in Bailey's *Berchemia scandens*—syn. *volubilis*. But those names can hardly be said to be in commerce although the writer recalls them growing in the nursery.

How about the Japanese Maples? There was always more name than you could get on a label, see what is the right name for what we used to know as *Acer polymorphum dissectum atropurpureum*, the red fern leaf Japanese Maple. "*A polymorphum* see *palmatum*, see also hort. var list on page 4."

Not listed, neither is *A. ampelopsitobum*. Well we have raised and sold thousands of those plants.

It would have been better to have listed the horticultural varieties of Japanese separate from the other maples.

But these are only quibbles, the book is a wonder and it is difficult to understand how those having the technical ability to compile such a book should have remained so true to the original plan. What kept those committees from a free-for-all it is hard to understand.

Fancy dropping the capital from a specific name. We can write *Pinus cembra* without making reference to see if *cembra* begins with a capital or not. That is worth the price of the book, to say nothing of that grand and glorious feeling in having something to lean on and be able to pass the buck for all nomenclature errors in the catalogue.

When a customer orders a Dingleberry we shall know that a *Vaccinium erythrocarpum* is wanted not a Dangleberry which is *Gaylussacia frondosa*.

"Standardized Plant Names" is not intended as a finished work to last indefinitely but as a starter to bring order out of chaos in plant nomenclature. The alphabetic sequence, including the common names, places a key in the hands of a laymen that should work wonders in popularizing plant interest.

The next step in some future edition, we hope, a means will be found to connect up the name with the plant. At first perhaps a mere sign indicating a deciduous tree or shrub, evergreen coniferous tree or shrub, evergreen tree, herbaceous or annual, vine, etc. Then perhaps it might grow to even indicate color of varieties of such plants as roses, gladiolus, dahlias, etc.

The trade undoubtedly will be everlastingly indebted to those who conceived the idea and to those who so ably carried it out.

On the title page the names of the Sub-Committee: Frederick Law Olmsted, Frederick V. Coville and Harlan P. Kelsey.

It is not eustomary to say much about the printers when a new book is published and we don't know very much about the printing profession, but in this particular case we recognize the patience and skill required to handle a variety of type so effectively in a work of this kind and credit should be given to the Mount Pleasant Press, J. Horace McFarlane Company, Harrisburg, Pennsylvania, for a difficult job well done.

The annual meeting of the New England Nurserymen's Association will be held January 29th and 30th, at the Hotel Bellevue, Boston, Mass.

## ILLINOIS NURSERYMEN MEET JAN. 17-18 AT THE HOTEL LA SALLE, CHICAGO

The Illinois Nurserymen will hold their annual convention on January 17th and 18th at the Hotel LaSalle, Chicago.

Through the courtesy of the Chicago Daily News, arrangements have been made to broadcast the entertainment in connection with the annual banquet. As far as is known, this is the first nurserymen's convention taking advantage of the radio to spread the message over the land about nurserymen. Any nurserymen who are radio fans may listen in at Station MWAQ on the evening of January 17th, between the hour of 6.30 and 7.30 o'clock, central standard time.

The Illinois meeting is the big mid-west and mid-season meeting. Nurserymen all like to get in touch with one another during the winter months and here is an opportunity for them to meet in a central location, in an adequate sized hotel, where conditions will be ideal for an interesting meeting and a general good time.

We hope to have an even larger attendance this year than heretofore, and through the means of the radio, we expect that a larger number of nurserymen will be able to have a part in the meeting than ever before.

Don't forget the date, January 17th and 18th, at the Hotel LaSalle, Chicago. All invited. Big banquet and get-together-meeting on Wednesday night, 6 o'clock, when banquet and broadcasting will take place. Ladies invited.

### PROGRAM

January 17th—Thursday 9.30 A. M.

Invocation  
Introductions  
President's Address—Mr. A. E. Nelson, Glenview, Ill.  
Report of Officers.

1—Field Production of Nursery Stock.

A. Harry Cultra, Onarga, Ill.

Subject—"Propagation"

Including the sowing of seeds, making, planting, cultivation, digging and storing of cuttings. Also soft wood cuttings and their treatment.

Discussions—F. A. Smith, Glenview, Henry Bock, Naperville.  
B. A. H. Hill, Dundee, Ill.

Subject—"Transplanting and Handling"

Including cultivating, pruning, spraying, etc.

Discussions—Frank Kari, Glenview, Ill. Victor Mense, Oak Lawn.

AFTERNOON SESSION—2.30 P. M.

C. Mr. C. B. Jones, Jerseyville, Ill.

Subject—"Digging, Grading, Storing and Packing of Nursery stock."

Discussions—H. G. Wirt, Alpha, Ill. A. E. Clavey, Highland Park, Ill.

II—Service

A. Wm. A. Beaudry, Chicago, Ill.

Subject—"Filling the Order."

Landscape Plan, Catalogue or Agents.

Discussions—R. M. Owen, Bloomington, Ill. B. W. Bell, Oak Park, Ill.

January 18th—Friday 9.30 A. M.

B. Miles Bryant, Princeton, Ill.

Subject—"Filling the Order."

a. Delivering the goods and instructions about planting and care after planting.

b. Supervision or inspection with instructions for care and treatment for the first year.

c. How to keep a customer satisfied.

Discussions—E. Faxton, Glenview; F. J. Littleford, Downers Grove; L. Graves, Farina, Ill.



# CHERRY

TWO YEAR

ONE YEAR

*We are now booking orders for Fall 1923 and Spring 1924. Please let us have your list of wants.*

**W. C. REED & SON**  
VINCENNES : : INDIANA

## CALIFORNIA PRIVET

ASPARAGUS

RHUBARB

Well Rooted, Vigorous Plants

PEACHES in Assortment

Apple Buds and Grafts

Barberry Thun.

A Good Supply of

Hydrangeas, Deutzia, Spirea, Snow Berry,  
Evergreens and Shade Trees

Prices Right

**THE WESTMINSTER NURSERY**  
Westminster, Md.

EVERYTHING IN SEEDS,  
BULBS AND PLANTS  
AND ROOTED CUTTINGS

**ROMAN J. IRWIN, Inc.**  
43 W. 18th Street  
New York City

## SEEDS FOR NURSEYMEN

I am now booking orders for: TREE and SHRUB SEEDS, PEACH PITS, MAZZARD AND MAHALEB CHERRY, MYROBOLAN PLUM, FRENCH CRAB APPLE, FRENCH, JAPAN, CHINESE AND KIEFFER PEAR SEED.

All seeds of new crop and best quality. Send me your list of wants and I will quote you by return mail.

**THOMAS J. LANE**  
SEEDSMAN  
DRESHER, PA., U. S. A.

## WE ARE NOW MAILING GRADE COUNT NO. 1

Showing a very complete assortment of Nursery Stock for immediate or later shipment

## HAVE YOU RECEIVED YOURS?

If not please ask for a copy, or several if you want them

## DO YOU FIND WHAT YOU WANT?

If not send us your "Want List" and perhaps we can quote some items that you are anxious to secure

## WE ARE ALWAYS APPRECIATIVE

Of orders sent to us and try to handle them promptly and in a satisfactory way

**THE SHENANDOAH NURSERIES**  
SHENANDOAH :: IOWA

A. F. LAKE, Pres.

C. B. LAKE, Vice-Pres.

R. S. LAKE, Sec'y-Treas.



## AFTERNOON SESSION—2 P. M.

Report of Standing Committees.  
Election of Officers.

## COMMITTEES

To Co-operate with Florists—George Klehm, Carl Cropp, A. Washburn, Otto Wittbold, L. F. Dintelman.  
Banquet—N. E. Averill, Elmer Clavey, George Burrage, A. E. Gyllenhaal, and A. J. Cultra.  
Uniform Planting Contract—Victor de St. Aubin, F. J. Littleford, B. Gage, W. A. Beaudry, Rodney Smith, C. W. Marson and Mr. Harvey.  
Soil Improvement—Prof. W. S. Brock, Prof. B. S. Pickett, M. Mierish, Frank Palmgien, and A. M. Augustine.  
Legislative—A. M. Augustine, C. S. Wolke, W. E. Galeener, Vern Smith, V. D. Hill, and Fred Von Oven.  
To Co-operate With Seedsmen—R. B. Howe, A. H. Hill, Leonard Vaughan, Charles Cherry, and Fred Von Oven.  
Press—L. L. Kumlien, Herman Bolweg, Frank Palgren, and J. H. Freeman.  
Nursery Machinery—H. B. Cultra, Wm. Reed, Henry Bock, Richard Theidel, A. Gyllenhaal, and Wm. Gibbs.  
Exhibits—W. A. Beaudry, R. M. Owen, Henry Klehm, Lewis Bryant, A. E. Shroeder.  
Membership—A. Gyllenhaal, N. E. Averill, L. Graves, J. M. Wise, and H. G. Wirt.  
Transportation—R. M. Owen, Carl Cropp, R. Leesley, A. H. Hill, Wm. Gibbs, and A. J. Cultra.

## TENNESSEE STATE HORTICULTURAL SOCIETY

Program of the annual meeting of the Tennessee State Horticultural Society, to be held in Nashville, January 30, 1924. Headquarters, Hotel Hermitage. Meetings in Assembly of Hotel.

## Call to order 9 A. M.

President's Address, S. N. Varnell, Cleveland, Tennessee.  
Report of Secretary and Treasurer, Prof. G. M. Bently, Knoxville, Tennessee.  
Announcements by the Secretary.  
Address, Homer Hancock, Commissioner of Agriculture.  
"Tennessee's Conditions—Suggestions Leading to Improvement" J. L. Baskin, Field Agent.  
"Selecting Apples for Exhibition," I. C. Murphy, Columbia, Tennessee.  
"Demonstration"—"Pruning Apple and Peach," Chas Pennington, Mercer, Tennessee.  
"Apple Blotch Control," Dr. L. R. Hesler, University of Tennessee, Knoxville, Tennessee.  
"What Kentucky State Horticultural Society is Doing," Ben Niles, Secretary, Henderson, Kentucky.  
"Commercial Orchard Advancement in Alabama," Geo. C. Starcher, Opelika, Ala.  
"Relations which should exist Between the Orchardist and the Nurserymen," Orlando Harrison, Berlin, Maryland.  
"Marketing Early Apples," Nelson Rue, Franklin, Tennessee.  
Address by Prof. N. D. Peacock, Horticulturist, University of Tennessee, Knoxville, Tennessee.  
"Strawberries," B. A. Graddock, Humboldt, Tennessee.  
"Blackberries," R. R. McUmber, Greenfield, Tennessee.  
"Lucretia Dewberry," E. J. Hoddy, Knoxville, Tennessee.  
"Insect and Plant Disease Control in the Peach Orchard," W. W. McGill, Field agent in Horticulture, Lexington, Kentucky.  
"Present Status of Packing and Grading," Dr. K. C. Davis, Peabody College, Nashville, Tennessee.  
"The Fertilization of the Peach and Apple trees," H. H. McKay, Horticulturist, State College of Agriculture, Athens, Ga.  
"The American Pomological Society," Paul C. Stark, Louisiana, Missouri.  
"Crown Gall," J. A. McClintock, Agricultural Experiment Station, Knoxville, Tennessee.  
"Using Paradichlorobenzene For the Control of the Peach Borer," I. A. Niven, Horticultural Editor of the Progressive Farmer, Memphis, Tennessee.  
"Cooperative Marketing of Strawberries," C. E. Brehm, Agricultural Experiment Station, Knoxville, Tennessee.

Secretary, G. M. Bently, Knoxville, Tenn.

## STATE AND REGIONAL REPRESENTATIVES AND THE A. A. N.

Those who have received the report of the A. A. N. will note the change in the by-laws enabling all state and regional associations, affiliated with the A. A. N., to become members of the said association. This action by the A. A. N. should have a far reaching effect in bringing the trade of the whole country in closer touch. The effects should be very far reaching in standardizing trade practices.

It is expected the state and regional nursery associations will appoint, previous to the national meeting, a member from their association and an alternate, who will attend the national convention. These appointees will constitute the nominatory committee whose duty it shall be to present nominations for offices at the annual meeting and recommend the next place of meeting for the association.

As President Kelsey suggests this is a good beginning but it is to be hoped that another year the A. A. N. will delegate further duties to them so that they will be more active throughout the year in representing the national association and nursery interests in general.

The following is the list of state and regional associations, with appointees, to date:

## STATE AND REGIONAL REPRESENTATIVES OF THE A. A. N.

California Association of Nurserymen—Not appointed.  
Connecticut Nurserymen's Association—Mr. W. W. McCartney, Elm City Nursery Co., New Haven, Connecticut. Alternate—Mr. F. S. Baker, Cheshire, Connecticut.  
Eastern Nurserymen's Association—Not appointed.  
Illinois Nurserymen's Association—Not appointed.  
Iowa Nurserymen's Association—Not appointed.  
Massachusetts Nurserymen's Association—Not appointed.  
Michigan Association of Nurserymen—Mr. B. J. Manahan, Detroit, Michigan.  
Missouri State Nurserymen's Association—Mr. Frank A. Weber, Nursery, Missouri.  
New England Nurserymen's Association—Not appointed.  
New Jersey Nurserymen's Association—Not appointed.  
New York State Nurserymen's Association—Not appointed.  
Northern Retail Nurserymen's Association—Not appointed.  
Ohio State Nurserymen's Association—Mr. C. O. Siebenthaler, Catalpa Drive, Dayton, Ohio.  
Oklahoma State Nurserymen's Association—Not appointed.  
Pacific Coast Association of Nurserymen—Not appointed.  
Pennsylvania Nurserymen's Association—Not appointed.  
Rhode Island Nurserymen's Association—Mr. Hugo H. DeWildt, 521 Elmwood avenue, Providence, Rhode Island.  
Southern Nurserymen's Association—Mr. Paul C.





**ROSES**DORMANT  
FIELD-GROWN**ROSES**

Let Us Book Now and Let Us Keep 'Em For You Until  
Needed. Night Letter About Your Needs, Sizes and  
Quantities. Let Us Send Actual List, Newly Revised.

**HOWARD ROSE CO.****HEMET, CALIFORNIA****COMMERCIAL NURSERY CO.***GROWERS OF HIGH-GRADE NURSERY STOCK*

We specialize in June Bud Peach and will have a  
good supply of general nursery stock ready for  
Fall trade. Grown at our nursery, Decherd, Tenn.

We offer from our branch nursery, Monticello,  
Fla., good selection of Budded and Grafted Pecans,  
Japan Persimmon, Fig, Mulberry. Write us,

**Decherd, Tennessee****IBOLIUM PRIVET****The New Hardy Hedge Privet**

A cross between Ibota and Ovalifolium. This new hybrid possesses the attractive characteristic of California Privet with the hardiness of Ibota.

It is of vigorous growth developing no constitutional weakness or susceptibility to blight or disease. It is upright in its habit with glossy round foliage and fills out even fuller at the bottom than does the California Privet.

**The Good & Reese Company****Springfield, Ohio****DEPT. G.****FRUIT TREES**—Pear, Plum, Peach, Apple and Cherry.**SMALL FRUIT**—Raspberry, Blackberry and Currants.**FINE LOT OF GRAPES**—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.**SILVER MAPLE**—Sizes 1 to 4 in.**NORWAY MAPLE**—Sizes 1½ to 4 in.**CUT LEAF BIRCH, EUROPEAN SYCAMORE**

Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

**H. J. CHAMPION & SON****PERRY, OHIO****RICE BROTHERS CO.****Geneva, N. Y.**

A		Fruit trees
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Surplus		Shrubs and Roses

Write for prices.

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**NAPERVILLE NURSERIES**

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**Trees, Evergreens, Shrubs, Perennials, etc.****Lining Out Stock****NAPERVILLE, ILL.**

TELEPHONE. NAPERVILLE No. 1.

Plants that Please      Established 1906      Seeds that Yield

**V. R. ALLEN, SEAFORD, DEL.****ASPARAGUS**  
**ROOTS      SEED****STANDARD      EVERBEARING****DEWBERRY**  
**LUCRETIA      AUSTIN****TOMATO**  
**PLANTS      SEED****SWEET POTATO**  
**PLANTS      SEED-STOCK****GRAPES, CALIFORNIA PRIVET**

Contract Now

Correspondence Invited

**LABELS FOR NURSEYRYMEN**

**THE BENJAMIN CHASE CO.**  
**DERRY N. H.**



Lindley, J. Van Lindley Nurs. Co., Pomona, North Carolina.

Southwestern Association of Nurserymen—Mr. J. R. Mayhew, Waxahachie, Texas.

Tennessee State Nurserymen's Association—Not appointed.

Western Nurserymen's Association—Mr. Geo. W. Holinger, Rosedale, Kansas.

### TRANSPORTATION

The Chamber of Commerce of the United States has, through its committees, been investigating the transportation problem and in a statement released for publication advise the removal of freight terminals from the crowded sections of large cities to sites on the outskirts where cheap land is available.

The Chamber of Commerce calls attention to the many advantages of such a plan as it will bring the railroads and motor transport service in closer co-operation and do away with so much congestion and delay.

The nurseryman's goods are so perishable and so much loss is caused by delayed shipments that they will welcome any movement that tends to facilitate the delay of the goods he ships. It can be readily seen what a tremendous advantage such a scheme, when it is put into effect, will have. Especially in L. C. L.

A well organized motor transport service, working in co-operation with freight, delivering to the door, would certainly be a wonderful improvement even on pre-war conditions when the freight service merely carried it to a given point where it lay until called for by the consignee.

The report will be brought up for discussion at a transportation conference held in December.

### FIRE AT THE BRYANT NURSERIES

December 4th a fire completely destroyed the office buildings of the Bryant Nurseries, Princeton, Illinois. Spontaneous combustion in a coal pile in the cellar set fire to the building. The total loss is estimated at \$5,000.00, but through the destruction of the files, mailing lists and other records the loss sustained may be said to be irreparable. About 9.30 p. m. the fire was discovered by Robert Bryant, who was staying at the nurseries because of the absence of his brother Louis Bryant, the latter was attending a meeting of the State Horticultural Society at Moline. The Princeton Fire Department responded promptly to a phone call but unfortunately were unable to do very much, the distance to the nearest fire plug being too great.

A strong Northeast wind was blowing which kept the fire away from the other buildings or every thing on the place would have been destroyed. Wire brands and sparks were carried a distance of a quarter mile by this strong wind.

Nurserymen who have been in correspondence with the Bryant Nurseries should take steps to send a memorandum of any business that might be in suspense and help them build up their records.

### AMERICAN ASSOCIATION OF NURSERYMEN

#### Convention Notes

Committee of Arrangements has been very busy. Hotel selected is right along the ocean front, all of the third floor devoted to our use; accommodations we think have never been equalled; 600 machines can be taken care of in garage connected with the hotel; every room faces the ocean; no dirt or dust, and a clean collar will last an extra day; meeting room seats 700; large committee rooms, and exhibits all on the one floor.

When you get your 1924 calendars mark the convention dates and bring your wife or sweetheart. Atlantic City is an ideal place for a honeymoon, and if necessary the writer will furnish the license; jitney and minister free of charge. Single ones take a hint, especially some of the bachelors and widowers.

Watch the Booster for further details.

The open weather has been very favorable for the work on the three mile bridge Rockwell spoke of at Chicago.

WILLIAM F. MILLER, *Chairman.*

### A GOOD SUGGESTION

December 14, 1923.

Mr. Ernest Hemming,  
Easton, Maryland.

My Dear Editor:

When "Standardized Plant Names" was handed to me, for reference in my work, I felt that surely Jonah or Job were willing me an awful fate. You should have seen me the first night I tried to make it work with the names of the many plants that I have been endeavoring to get straightened out in my mind during these twelve months that I have been struggling to get the code of Nursery work.

But every cloud has a silver lining and I am sending you this line to tell you that just the second time I tried to work the book, with dictation, I found it truly fascinating. Instead of feeling that it belonged on the shelf with Caesar's Commentaries I find it gets along quite agreeably with either Webster's or Johnson's dictionaries.

It would be a dandy Christmas suggestion to nurserymen to make their stenographers a present of this volume, although they might not appreciate it at first, I am sure they will find it like an old friend—constantly improving with age.

With best wishes for the coming season and a prosperous year ahead, I am

Very truly yours,

RUTH V. POOL.

### PATENTING NEW PLANTS

Through the efforts of the Canadian Council of Horticulture, endorsed by representatives from fruit and vegetable dealers, packers, jam manufacturers, gardeners, nurseries and amateur horticulturists from all parts of the Dominion, government registration of new plant varieties had been secured, L. F. Burrows, Ottawa, secretary of the council, told members of the Manitoba Horticultural and Forestry Association at a luncheon a few weeks ago, and Canada was the first country in the world to adopt this government patenting of new plant varieties.—Canadian Horticulturist.



# BERBERRY THUNBERGII SEEDLINGS

(Largest Growers in the World of)

**QUALITY STOCK AT QUALITY PRICES**

**Ampelopsis Veitchii Seedlings    Ampelopsis Englemannii Seedlings**  
**Ibota Privet Seedlings**

**GENERAL LINE OF FRUIT AND ORNAMENTALS**

*Let Us Quote on Your Wants*

**C. E. WILSON & COMPANY**  
**MANCHESTER : : : : : CONN.**

## DON'T USE THE WRONG NAME

Have you been embarrassed because you did not use the proper common or scientific name when buying or selling plants? It will never happen again if everybody owns and uses

## "Standardized Plant Names"

### *The New Plant Check-List*

Eminent plantsmen have put eight years of gratuitous work on this book. There are 40,000 entries in one carefully cross-indexed, alphabetical list that covers 546 pages. All plants introduced to American horticulture to as late as January, 1923, are listed, including the varietal names of the rose, iris, apple, and similar groups. The best common and scientific name for each has been adopted for general use. The name you know a plant by is there—you can see at a glance whether or not it is correct.

Hon. Henry Wallace, Secretary, U. S. Department of Agriculture, says "It should make possible a new era in the make-up and usefulness of American nursery catalogs."

Peter Bissett, Plant Introducer, U. S. Department of Agriculture says "this will undoubtedly be very helpful to me in my work in this office."

Standardized Plant Names is published in two editions; the standard edition, blue cloth binding at \$5. postpaid; the pocket edition on thin India paper with limp covers at \$6.50, postpaid. Send your order to

**THE NATIONAL NURSERYMAN**  
**HATBORO, PENNA.**

## MYROBOLAN SEED

Ready for immediate delivery, gathered from record trees in our test orchard.

**CALIFORNIA NURSERY CO.**

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## Do You Want Bigger Sales?

With our splendid photographs of homes, showing nicely arranged and full-grown landscape gardening effects, you can double your sales. Our compact folders of shrubs, shrub flowers, roses, and perennials also help your men sell more. Plan views, with plan and list attached, are especially helpful. Folder and complete list of views on request.

**Photographs That Show What Your Work Will Accomplish**

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### IMPORTANT!

We will be able to supply and will book you for winter delivery—  
**ACER POLYMRPHUM ATROPURPUREUM, TRUE  
 RED LEAVED MAPLE SEED**

Write or Wire  
**T. SAKATA AND COMPANY**  
 20 E. JACKSON BLVD., CHICAGO

## We Offer a Surplus of June Buds and One-Year-Old Peach Trees

**In 2-3 and 3-4 Foot Grades, of the Following Varieties:**

**EIBERTA, HILEY, BELLE OF GEORGIA, CARMAN, EARLY ROSE AND UNEEDA**

**Also Apple, Roses, Evergreens, Ornamental Shrubs**

*Let Us Quote You Prices*

**SOUTHERN NURSERY CO.**  
**WINCHESTER : : TENN.**



## ROOT KNOT

The United States Department of Agriculture has issued a bulletin on Root Knot—Farmer's Bulletin No. 1345, that should be of extreme interest to nurserymen.

While the bulletin states that Root Knot control is not as simple a matter as the control of some other diseases, it does point out methods by which it can be eradicated and controlled to a greater or lesser extent. It is an extremely serious disease, causes immense losses.

The principal value of the bulletin to nurserymen is that it gives the life history and description telling the conditions under which it thrives, the soils and temperatures that are most favorable to it and otherwise. Also gives a list of plants that are attacked and those that are immune from it. If the nurseryman knows these things he is more likely to be able to control it and if his grounds are not infested can take precaution to prevent its introduction.

It is a bulletin that should be read by every nurseryman. The following is a summary:

### SUMMARY

A serious disease of plants known under the names of root-knot, root-gall and big-root, causes immense damage in all except the most northern parts of this country.

The parasite causing the disease is a minute nematode, or eelworm (*Heterodera radicicola*), which multiplies very rapidly under favorable conditions. The life cycle may be completed in about four to five weeks, and each female may lay as many as 500 eggs. When invaded by the worms, roots become enlarged, distorted or deformed, resulting in a hindrance to the growth of the plant.

Root-knot flourishes best in light, sandy soils which are moist and warm. It can not thrive in heavy soils or in those that are constantly wet.

Most crops are susceptible to the attacks of the disease. Some, however, are resistant. The most important of these are the Iron, Brabham, Victor, and Monetta cowpeas, corn, barley, beggarweed, rye, redtop, sorghum, the Laredo soy bean, timothy, velvet beans, wheat, and winter oats.

The nematodes may be transported from one locality to another in many ways, as in the roots of growing plants and by means of tubers, bulbs, and nursery stock. They can be carried from field to field by such agencies as running water and the soil which clings to agricultural implements, the feet of men, and the hoofs of animals.

The disease may be eliminated in greenhouses and seed beds when they are not being used by the application of steam under high pressure or by the introduction of uninfested soil into clean white-washed benches.

The home vegetable garden of the South can very well be brought back into productiveness by a special grain, chicken-yard, and garden rotation. This requires chicken fencing to divide the available land into three parts and a flock of chickens large enough to keep down the growth of all vegetation within the inclosure designated for them.

In orchards, ornamental gardens, etc., no entirely satisfactory method of control has been worked out. Cultivation and high fertilization may cause trees to overcome

the trouble by inducing rapid growth. In cases of local infestation, badly diseased trees should be removed and the infested soil treated with formaldehyde before replanting with healthy stock. Do not plant susceptible cover crops, as they rapidly increase the number of nematodes. Never plant an orchard on land that is not known to be nematode free. Do not plant infested nursery stock on either clean or infested soil.

The most satisfactory method of combating the nematode in fields not planted to perennial crops is by the cultivation of immune crops for a period of two to three years and by carefully killing all weeds and susceptible plants in which the nematode can live. A desirable rotation is that where winter grains alternate with resistant cowpeas, Laredo soy beans, velvet beans, or beggarweed. Care must be exercised to prevent drainage water, implements, animals, etc., from bringing the nematode from near-by infested fields. In ridding land of root-knot, plant only those crops which are known to be free from the disease.

Starving the nematodes by keeping the land free from all vegetation for two years is an effective control method, though often impracticable.

## THE MECKLENBURG NURSERIES, INC.

The Meeklenburg Nurseries, Inc., has been organized to operate the Meeklenburg Nurseries at Charlotte, N. C., and the Corley Island Nurseries, Leesburg, Florida.

Capital stock is \$50,000.00.

Officers are S. R. Howell, president, Knoxville, Tenn.; Hugh L. Ault, vice president, Leesburg, Fla.; S. A. Ault, secretary and treasurer, Charlotte, N. C.

The Meeklenburg Nursery now has a general line of ornamental stock for the middle southern trade at Charlotte, N. C., located on a 10-acre tract of land in the heart of Charlotte's most exclusive residence suburb, Myers Park. The Corley Island Nursery has a 40-acre tract located on Corley Island at Leesburg, Florida, on Lake Harris, one of the most beautiful large lakes in Florida. They are now putting out under slat houses five acres of asparagus plumosus, which planting will be increased to 20 acres as fast as they can get plants and material for the additional 15 acres. They will also plant a general line of tropical ornamentals for the lower southern trade and will propagate for the benefit of their stockholders who are composed of florists and nurserymen from several southern cities. One of the aims of the company is to build a hunting lodge for the use of stockholders, as Leesburg is situated in one of the best game and fishing sections of the State. Some of the stockholders are Paul C. Lindley, Pomona Nurseries, Pomona, N. C.; Charles and Karl P. Baum, Baum Florists, Knoxville, Tenn.; F. D. Landis and Fred Mindler, Lookout Nursery, Chattanooga, Tenn.; G. A. Ault, Meeklenburg Nursery, Charlotte, N. C.; J. F. Donaldson, nurseryman, Warsaw, Ky.; Bruce and S. R. Howell, Howell Nurseries, Knoxville, Tenn.; C. S. Howell, La Grange, Ga.; H. L. Ault, Corley Island Nursery, Leesburg, Fla.

This company, of course, is primarily organized for



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We can furnish you crating lumber cut to size. We manufacture our own lumber and will contract to furnish your year's requirements.

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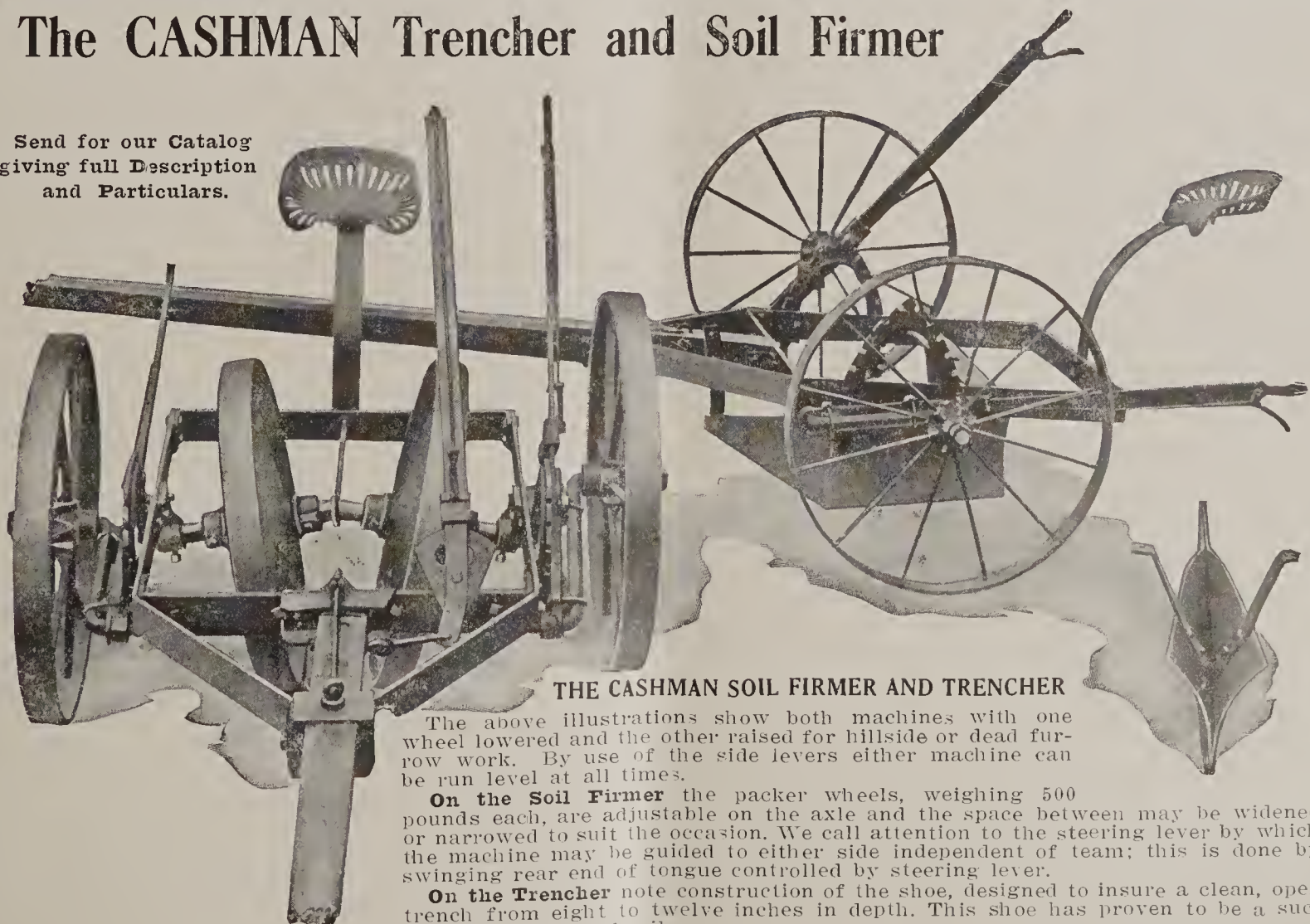
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Send for our Catalog  
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and Particulars.



### THE CASHMAN SOIL FIRMER AND TRENCHER

The above illustrations show both machines with one wheel lowered and the other raised for hillside or dead furrow work. By use of the side levers either machine can be run level at all times.

On the Soil Firmer the packer wheels, weighing 500 pounds each, are adjustable on the axle and the space between may be widened or narrowed to suit the occasion. We call attention to the steering lever by which the machine may be guided to either side independent of team; this is done by swinging rear end of tongue controlled by steering lever.

On the Trencher note construction of the shoe, designed to insure a clean, open trench from eight to twelve inches in depth. This shoe has proven to be a success in all kinds of soil.

Manufactured only by CLINTON FALLS NURSERY COMPANY, Owatonna, Minnesota



profit, but is also intended to offer a place for the stockholders to go for their winter vacations where they will have the benefit of the warmer climate, good hunting and fishing and boating at a place they can call home, as they will have their own boats, lodges and orange groves.

### CHANGE OF OWNERSHIP

On September 21st George Achelis, proprietor of the Morris Nurseries, West Chester, Pennsylvania, sold out to Martin E. Lorgus and Clarence F. Lear who have been in his employ for many years. The new owners will continue to do business under the name of the Morris Nurseries. They will grow a general line of Ornamental stock and peach trees, both for the wholesale and retail trade.

The Morris Nurseries were established in 1847 by Paschall Morris and from him received their name. He was succeeded by J. L. Darlington and Co., who conducted them until 1866 when it was purchased by Otto and Achelis and managed by this firm until 1875 when George Achelis assumed the sole ownership.

### A NURSERY SALESMAN

We had a visit by a Nursery Salesman from Chase Brothers Company, Rochester, New York, in the shape of a catalogue that made us sit up and take notice.

Plain green cover, of good size, printed on coated paper to bring out the photographic reproductions true to life, in natural colors, of the goods it offers.

It quotes no prices. The text describes the goods, truthfully, even with restraint.

Scientific salesmanship tells us a sale is composed of four distinct phases:

Attracting attention.

Arousing interest.

Creating a desire and bringing the customer to a decision to buy.

We are quite sure this particular salesman is efficient in the first three phases.

The last phase will only be proved by actual results. As a salesman we should classify him as a business builder rather than an order taker.

### CATALOGUES RECEIVED

Royal Palm Nursery, Oneco, Fla.  
Tropical Planting Book.

Summit Nursery, Monticello, Fla.

Gibson Mfg. Co., Port Washington, Wis.  
Bolens Power-Hoe.

Parker Bros. Nur. Co., Fayetteville, Ark.  
"By the Way."

Fraser Nurs., Inc., Birmingham, Ala.  
Descriptive Catalogue.

S. Hill Nursery Co., Dundee, Ill.  
Lining Out Stock.

Bountiful Ridge Farm & Nursery, Princess Anne, Md.  
Special Price List to Orchardists.

Guaranty Nursery Co., 131 Gould Street, Rochester, N. Y.  
Illustrated Circular.

Thomasville Nursery, Thomasville, Ga.  
Azalea Booklet and Planting Guide  
Hjort's Thrifty Roses and Ornamental Plants,  
Fruit and Nut Trees.

## WESTERN ASSOCIATION OF NURSERYMEN AT HOTEL BALTIMORE, KANSAS CITY, MO. JANUARY 23d AND 24th, 1924

### PROGRAM

TUESDAY, JANUARY 22nd, 2 P. M.  
MEETING OF RETAILERS

WEDNESDAY MORNING, JAN. 23rd, 1924, 9.30

1. Call to order by the President.
2. Appointment of Doorkeeper.
3. Applications for Membership.
4. Reading of Minutes of the last Meeting.
5. Appointment of Committees.
6. The President's Address.
7. Annual Report of Secretary-Treasurer.
8. Trade Conditions. Three minute talks by members from each State represented.

Adjournment for noon luncheon.

WEDNESDAY AFTERNOON 2.00 O'CLOCK

9. Possibilities of establishing National Arboretums throughout the country. Robert Pyle, West Grove, Pa.
10. Transportation, Loss and Damage Claims, Collections, and Hail Insurance, Charles Sizemore, Louisiana, Mo.
11. Raspberry diseases prevalent in some of the Eastern States, Prof. L. Haseman, Columbia, Mo.
12. Recent investigation of Root-knot and Crown-gall, E. A. Stockdyk, Manhattan, Kans.
13. The use of Evergreens for Landscape Work, E. E. May, Shenandoah, Ia.

Adjournment.

Meeting of Kansas Nurserymen at 7.30

THURSDAY MORNING, 9.30 O'CLOCK

Executive Session

14. Advantages of Horticultural Standards, adopted by the American Association of Nurserymen in June, 1923, John Frazier Jr., Huntsville, Ala.  
Discussion, A. F. Lake, Shenandoah, Ia. and W. S. Griesa, Lawrence, Kansas.
15. Discussion of "Cash in Advance on Retail Orders."
16. Landscape Sales through Retail Salesmen, C. G. Marshall, Arlington, Nebr.
17. Bonding of Retail Sales Agents. T. R. Peyton, Boonville, Mo.  
Discussion, Lolyd Stark, Louisiana, Mo., and E. H. Smith, York, Neb.
18. Credits among Nurserymen. Regular trade terms and who is entitled to credit. A. F. Lake, Shenandoah, Ia.  
Discussion, John Fraser Jr., Huntsville, Ala. and A. E. Willis, Ottawa, Kansas.

Adjournment.

THURSDAY AFTERNOON, 2 O'CLOCK

19. Election of Officers.
20. Report of the Committee meeting with Entomologists of the United States relative to Crown-gall and Root Troubles. Henry B. Chase, Ala.
21. Question Box.
22. Reports of Committees.
23. Introduction of New President, and Vice-President.
24. Appointment of Program Committee for the Coming Year. Secretary, George W. Holsinger, Rosedale, Kansas.

### J. F. DONALDSON VERY MUCH ALIVE

It was Mark Twain, we believe, who stated that the report of his death was much exaggerated.

We are happy to state, that according to a letter received from J. F. Donaldson, Warsaw, Kentucky, the reports of his physical condition about convention time were also very much exaggerated or at least the expected results were.

He is so much alive he wishes all his numerous friends in the trade a Happy and Prosperous New Year and trusts they will keep him on their mailing lists, same address, to receive catalogues and literature pertaining to the nursery trade.

Mr. Donaldson founded the Willadean Nurseries, Warsaw and Sparta, Kentucky, over thirty years ago.



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200 SPIREA BUMALDI, 12-18 in. 18-24 in.  
100 SPIREA BILLARDI PINK 2-3 ft.

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FOR LINING OUT

Complete assortment of Evergreens, including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitaes, Cedrus, Taxus, Boitas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

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BOX 401

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**Hickory : : North Carolina**

FALL 1923

SPRING 1924

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Also lining out stock of

Betula Nigra, Catalpa Speciosa, Cornus Florida, Elm, Poplar, Locust, Walnut, Etc.

### SHRUBS

Altheas, Barberry Thunbergii, Deutzias, Loniceras California Privet, Amoor River North Privet, Amoor River South Privet, Spirea Van Houttii.

Write for our trade list

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Per 100 and per 1000

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The United States Civil Service Commission announces the following open competitive examination:

Junior Nematologist—Junior Pathologist

Junior Pomologist—Junior Soil Scientist

Receipt of applications will close January 22. Applicant will be notified of the dates of the examinations after the close of receipt of applications. The examinations are to fill vacancies in the Department of Agriculture, at entrance salaries ranging from \$1,320 to \$1,860 a year, plus the increase of \$20 a month granted by Congress, and vacancies in positions requiring similar qualifications.

Applicants must have graduated from a four years' course at a college or university of recognized standing, or be senior students in such an institution and furnish proof of actual graduation within six months from the date of the examination.

Competitors will be rated on practical questions on each scientific subject chosen, a thesis to be delivered to the examiner on the day of the examination, and education, training, and experience in each scientific subject chosen.

Full information and application blanks may be obtained from the United States Civil Service Commission, Washington, D. C., or the secretary of the board of U. S. Civil-Service examiners at the post office or customhouse in any city.

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## WANTED

to purchase a small or medium sized going nursery business, preferably one that has been established some years and is located somewhat adjacent to a large city. In replying give full particulars about your proposition.

Box 27 Care National Nurseryman

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## The Cultivated Evergreens

*Edited by L. H. Bailey*

This NEW BOOK is a compilation of articles written by experts, on a projected plan, brought together and edited in one office.

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The place and care of coniferous (gymnospermous) evergreens grown for ornament.

## PART II

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## PART III

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Spirea Van Houttei, 12-18 in., 18-24 in., 2-3 ft., 3-4 ft.  
Currants, 2 yr., No. 1; 2 yr. No. 2  
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Privet Cal. 2 yr. well branched, 12-18 in., 18-24 in., 2-3 ft., 3-4 ft.

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Plants of the Blue Ridge Mountains, including: *Kalmias*,  
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This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us assist.



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## EVERGREENS

Including a good  
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Manufacturers of

## STEEL BOX STRAPPING

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STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

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WRITE FOR PARTICULARS

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### American Steel Band Co.,

888 Progress Street,

PITTSBURGH, PA

# L. R. TAYLOR & SONS

TOPEKA - - - KANSAS

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*We Offer for Spring, 1924:*

Apple Trees (1 and 2-year)

Peach Trees

Cherry Trees

Plum Trees

Apple Seedlings

Apple Grafts

White Elm Trees, all sizes



TREES

SHRUBS

EVERGREENS

We are ready to quote prices on a very  
complete list of Ornamental Stock.

Stock grown wide apart is bushy and well  
rooted, especially suitable for wholesale or  
retail trade.

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CATALOGUE NOW READY

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### THOMAS B. MEEHAN CO.

WHOLESALE NURSERYMEN

DRESHER :: PENNA.



# "HARRISON GROWN" Peach Trees



ONE YEAR BUDDED — ALL GRADES

Carman

Hiley

Belle of Georgia

Elberta

Ray

Brackett

Champion

Redbird Cling

Ford's Late

Salway

Slappey

Francis

Greensboro

J. H. Hale

Heath

Iron Mountain

Krummel's

Late Crawford

Mamie Ross

Rochester

Fox

Submit Your List for Quotations on Carloads or Less

*Prompt Shipping Service*

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## HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



FEBRUARY 1924

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## STRAWBERRY PLANTS

*New Land Grown*

Our plantings consist largely of the new and old standard and everbearing varieties, and are all new land grown, free from disease, well rooted, healthy and TRUE TO NAME. Let us take care of your wants in Strawberry plants, shipping to you; or DIRECT to your customers using your tags. If you are not receiving our trade lists ask for a copy which prices other small fruit plants: Grape Vines, Asparagus roots, also fruit trees, California Privet, Barberry Thunbergii, Flowering Shrubs, etc.

## BUNTINGS' NURSERIES

G. E. Bunting & Sons, Proprietors

Selbyville : Delaware

## Mount Arbor Nurseries,

E. S. WELCH, PRES.

SHENANDOAH, IOWA.

### APPLE SEEDLINGS

Now is the time to place your orders for APPLE SEEDLINGS for winter grafting and next spring's plant for budding.

We have an exceptionally fine lot of strong, WELL MATURED seedlings. These seedlings were kept thoroughly SPRAYED throughout the growing season and were not dug until in November when well matured. THEY WILL PLEASE.

### JAPAN PEAR SEEDLINGS

In addition to the Serotina, the variety commonly grown, we have Ussuriensis and Calleryana, varieties more blight resistant.

### IMPORTED FRENCH SEEDLINGS

We still have Apple, Pear, Myrobolan and Manetti Rose Stocks to offer.

### GENERAL NURSERY STOCK

We have the largest and most complete line of general nursery stock in the United States.

WINTER TRADE LIST ready in December.

With our unsurpassed STORAGE FACILITIES, are able to make shipments all winter.

*Send Us Your Want List*

## IT'S OUT WHAT?

Our WHOLESALE BULLETIN NO. 5 showing grade counts on one of the most complete lines in the country today. Many scarce items are offered.

Orders are booked in order received so RUSH yours in today.

If you didn't get a copy of BULLETIN NO. 5 advise us promptly. It will pay you to look it over carefully.



*We Aim to More Than Satisfy*

**C. R. BURR & COMPANY, Inc.**

GENERAL NURSEYMEN

MANCHESTER : CONN.

We Do Not Sell at Wholesale to Retail Buyers





## Get A Good Start!

A good start on what promises to be one of the best nursery seasons in history—spring 1924—means money in your pocket. If you haven't stock on hand you can't sell it when the demand comes. Your competitor who has ordered early will get the business.

Get a good start for spring by placing *your* order with us NOW. Delivery when you want it.

Write for our Bulletins which are issued every two weeks through the season and will keep you informed concerning available stock for immediate or later shipment.

## Jackson & Perkins Company

WHOLESALE NURSEYMEN

Growers of "THE PREFERRED STOCK"

NEWARK NEW YORK

## French Fruit Stocks

Direct Imports From France

Pears, Apples, Mahalebs, Mazzard, Quince, Myrobalans, Manetti and Multiflora, etc.

Prices on all grades quoted for account of Vincent Lebreton's Nurseries, Angers, France, for December or February Shipment.

## FALL BULBS

LILY BULBS—Auratum, Rubrum, Album, Magnificum, Etc.

Gladioli and all other seasonable bulbs. Write for wholesale trade list

## BAMBOO STAKES

Japanese Natural or Dyed Green. Domestic Natural, Chinese Tonkin Stakes

## RAFFIA

Red Star and Two Other Brands of Natural, Also Dyed in 20 Colors

Write for Prices on Trade Stationery, Specifically Stating Your Requirements

**McHutchison & Co.,** 95 Chambers St.  
New York City

## CHERRY TREES! CHERRY TREES!

ONE AND TWO YEARS OLD

THE BEST YOU EVER SAW

EXTRA HEAVY EXTRA TALL  
EXTRA WELL BRANCHED

Write for Our Attractive Prices

We also offer a general assortment of other stock including Standard and Dwarf Apple, Standard and Dwarf Pear, Plum, Plum on Peach, Quince and Peach.

**KELLY BROTHERS' NURSERIES**

DANSVILLE, N. Y.

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

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THE

**North-Eastern Forestry Co.**

CESHIRE

...Connecticut...



# PAINESVILLE NURSERIES

## TREES

We are still in position to offer to the trade, the product of great blocks of Nursery stock. **Varieties** are proven standard varieties. **Quality** is proven, S. & H. Co., quality—none better. **Grades** are established S. & H. Co. grades—no skimping. **Prices** are S. & H. Co. prices.

### Give Us Your Want Lists

DECIDUOUS TREES

FRUIT TREES

EVERGREEN TREES

SMALL FRUITS

SHRUBS and VINES

FIELD GROWN ROSES

HARDY PERENNIAL PLANTS

GREEN-HOUSE PLANTS

SEASONABLE SEEDS

Have you stocked up yet? Do it today.

## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES



## J. H. SKINNER & CO.

Topeka

Kansas

*We Offer*

Apple, Cherry, Peach, Plum  
and Kieffer Pear Trees

Apple Seedlings

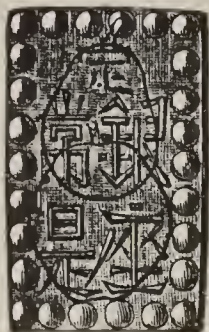
Japan Pear Seedlings

Forest Tree Seedlings:

Black Locust

Honey Locust

Catalpa Speciosa



Complete Surplus List  
of

FRUIT TREES

SHRUBS

ROSES

and

HEDGE PLANTS

Now Ready

*Write For Your Copy*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,

HUNTSVILLE, ALA.

1872—1924

## A New Broom



Well, a new broom **does** sweep clean, doesn't it? Maybe a new printing service for Nurserymen may have its good points, too.

There may be freshness of type and of illustration, novelty of treatment and development of clients' ideas along new lines.

There is the incentive—even the necessity—to do the best possible job because of starting a new business in the way to bring it orders.

With ample and up-to-date equipment for printing, with our horticultural department in charge of a Nurseryman of long experience, we are prepared to serve the trade with catalogues and folders of distinctiveness and that individuality which makes the printed piece a salesman.



### THE DU BOIS PRESS

*Horticultural Color Printers*

ROCHESTER, NEW YORK



## SUGAR MAPLES

All Sizes From 1½" up to 4" Caliper

In Car Load Lots

*Beautiful Trees*

## NORWAY MAPLES

2 to 3" Caliper

In Car Load Lots

*Write for Prices*

ALSO TWO CAR LOADS OF

MONTMORENCY AND EARLY RICHMOND **CHERRY**

2 Yr. 11-16 and 5-8 Grade

*These Are Exceptionally Fine Trees*



## C. M. Hobbs & Sons

BRIDGEPORT, INDIANA



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII.

HATBORO, PENNA., FEBRUARY 1924

No. 2

## "The Principles of Propagation"

*By H. B. Cultra, Onarga, Ill.*

As the subject of propagation covers all the Flora and Fauna of the earth, it must by necessity be subdivided into many minor subjects. I will confine my subject to the principles of propagation of trees and shrubs, from seed and cuttings from a commercial standpoint.

Where good seed can be obtained, the propagation by seed is much cheaper and more satisfactory, especially with varieties we know will reproduce true to type. Seed gathered locally will as a rule show a better percent of germination than those obtained from collectors.

Where seed is to be obtained from collectors care should be taken to secure it from localities where we know the variety does best in its natural state.

In selecting material for hard wood cuttings, only wood from strong thrifty plants should be used. In most cases, all the wood from the previous season's growth may be used. In others, only the terminal cut can be used if satisfactory results are to be obtained. The *Syringa* (Lilac) is an example of this type.

The first matter to decide is what varieties will I grow, what methods of propagation must I use to make this a success from a monetary standpoint, what kind of soil must I select as my propagating ground to gain the best results. As commercial propagation is done in general assortment, I must select a soil that will produce the most varieties successfully. If I am growing from hard wood cuttings and have a heavy clay soil or a heavy black soil I will find it very hard to produce a first-class plant successfully and entirely impossible to produce it at a profit.

A deep sandy loam will be best suited for growing a large assortment of varieties. Care must be taken to see that the subsoil has good free drainage.

As all sandy soil is more or less sour, and sour ground does not release plant food readily, this defect must be eliminated. This can be more cheaply done by a top dressing of agricultural lime stone (raw ground rock). As commercial propagation is always done in intensive form—the seed beds and cutting beds being mass of roots when in growth—care must be taken to see that an abundant supply of plant food is available.

The phosphate can be most cheaply supplied by an application of raw ground phosphate rock. The nitrogen, by well-rotted stable manure, which should be well worked in the soil. Where organic matter has been worked in the soil, as a rule, we will find a sufficient amount of potash. But, if an analysis of our soil shows a deficit of this, it can be readily supplied with either a dressing of muriate of sulphate or potash. Now, we have

a soil well prepared for the growing of a large assortment of trees and shrubs either from seed or cuttings.

But, if we turn to the growing of roses from hard wood cuttings, especially the climbing varieties, we will likely find that we have a breeding ground for eel worm or nematode. This will show up on roses and make the crop valueless when it will not show on any other stock in the beds, so that when they are dug in the fall, they will be a total loss. Some claim that when stable manure is worked into the soil, or even a heavy crop of clover is turned under it will create a breeding ground for nematode, and if nitrogen is supplied in a form free from organic matter it will not show up. Other authorities claim by the use of potassic fertilizers and plenty of stable manure it will be eliminated. One seems to contradict the other.

If we turn to the growing of conifers (Evergreens) from seed, while in the case of most varieties the lime and stable manure was the proper thing, it is about the worst thing we could have done for conifers, as the damping off germ that destroys so many young seedlings the first few days after they come through the ground, is very active in soil that is not sour and is well supplied with organic matter. The best plan is to select a soil free from lime, use an acid phosphate and supply nitrogen in a form free from organic matter.

Now, we are growing a great many varieties successfully; but there will be some that we can not grow from seed or hard wood cutting, and do it at a profit, and we will have to turn to the propagation of those by green wood cuttings in sharp sand under glass. No particular attention need be paid to the kind of soil or location, other than that it is high and well drained.

When an amateur starts growing from green wood cutting, his trouble has started, as no set rules or text books may be used. If the cutting wood is gathered too green, it will wilt down and die. If it is cut too hard, it will stay alive, but when dug in the fall will have insufficient roots and will have no value. If it is given too much light it will wither and die. If it is given too much shade it will damp off and rot. If it is given too little water it will die. If given too much water, it will rot.

The methods you use one season successfully may be entirely wrong the next. For instance, one year with a block of *Hydrangea*, P. G., I watered them once each ten days up to the time I gave them the air and more light. The next season in the same place, I watered them from five to seven times each day, and gave them twice the



shade I did the previous year. Unless a person has plenty of time to spare or has a person he can put in charge who understands this method of propagation, it will be much cheaper to buy his plants from some grower he knows will supply the kind of plant he desires.

### COST FINDING

The National Nurseryman.  
Easton, Maryland.

Gentlemen:

The discussion in your columns relative to Cost Finding in the nursery business has been quite illuminating. In view of what has been written on the subject and what every nurseryman can determine from his own experience the writer believes the situation may be summed up as follows:

(1) The cost of each crop of plants of any given variety may be determined, and the cost of each size or grade of plant of that crop may be apportioned or approximated.

(2) The cost of any future crop may only be estimated from past crops, and the cost of each size or grade of plant of that crop will vary from the general average of the past according to the variations in growth and crop stands, as well as the variations in cost of production.

It occurs to the writer that the chief beneficiaries of an established system of cost finding will be the nurseries who grow large blocks of each kind or variety of stock. The various items that enter into the cost of production, such as fertilizers, labor, stocks, etc. can be noted down more readily and a fairer average of cost can be obtained. On the other hand any knowledge which can be learned relative to the average costs of raising different lines of stock cannot but help the nursery trade as a whole. If some nurseries are growing certain lines at a loss year after year they are the ones who will be benefited.

As a practical suggestion some cost figures might be obtained on certain representative varieties. Costs could be obtained from five or six representative nurseries located in different sections, said nurseries being designated A, B, etc. Cost figures may then be collected and tabulated as to cost of land, cost of stock, expense of planting, cultivating, budding and grafting, if any, digging, selling, and overhead.

It might be quite interesting and instructive to see some of these figures worked out. As suggested by C. S. P. some nurseries might find that they could buy some items cheaper than they have been raising them, and on other items the reverse might be true.

In all this cost investigation, however, it must be kept in mind that the results are never final. In manufacturing concerns the cost of producing a certain piece of machinery under certain conditions will be found fairly constant and the firm is warranted in spending quite a little time and money in determining costs. In the case of the nurseryman, however, the costs of two different crops may be found to differ widely. A very dry grow-

ing season will operate to reduce the stand and the stock will not "make up" in the desired sizes.

The writer would be interested in seeing some actual cost figures evolved by some of our members, giving the proportions of cost allotted to land, labor, etc.

Yours very truly

RALPH I. CORYELL,  
*Birmingham, Mich.*

Thomas McBeth, Springfield, Ohio, writes us a very interesting letter, in which he gives his opinion in relation to Cost Finding, which is being discussed in the National Nurseryman. He says in part, In general I agree with J. W., in the November issue. "Costs can not be found if considered from an annual operation, but a general average over ten years would give data from which pretty accurate estimates could be made."

Mr. McBeth hardly thinks Cost Finding, as an annual affair, such as is practiced in factories, is what the nurseryman needs, but rather to find what crops he can grow profitably and then stick to them, growing first class stock, true to name.

The fad of efficiency, spelled with a capital E, is a big humbug foisted on an unsuspecting public, and the nearer the nurseryman can stick to the simple methods, the more likely he is to make money. Mr. McBeth says that J. W. is right when he says nurserymen do not sell peach trees, they sell peaches; if the tree was all he was buying there would be very little demand.

As to cost of production what difference does it make to a man who finds himself in possession of a block of stock, what he is interested in is what he is going to get for them. He can't tell in advance what the cost is going to be only by estimating. His opinion is that the price of nursery stock is regulated by the immutable law of supply and demand. Take for instance the hog market. The Ohio farmers this fall are selling hogs for 6 cents that cost them 9 cents. Now all the cost accounting in the world will not add one iota to the price but rather enhances the costs, all he has to do is to take what he can get and the sooner the better, but that is no reason why he should not grow hogs another year.

His opinion is that the nurseryman that will grow what the market demands, grow it right, deal justly and not more than he can properly handle will be the man that will make the money and enjoy life while doing it.

The New York Agricultural Experiment Station makes definite recommendations between low headed and high headed fruit trees. The tests show that low heads are best for all varieties of pears, especially the too upright growing types.

The Valdesian Nurseries report business very good; they have just completed a 100-foot greenhouse, in which they are propagating conifers.

Mr. and Mrs. James M. Pitkin, Newark, New York, are in California for the winter. They went out via the Panama Canal. Every morning is a fine Spring morning these days with Jim.



## NORTHERN RETAIL NURSERYMEN'S ASSOCIATION

The Convention of the Northern Retail Nurserymen's Association was held at Ryan Hotel, St. Paul Minnesota, December 18th, 19th, and 20th, 1923.

President Torgeson's opening address ably summed up progress that had been made in the affairs of the association. Mr. Torgeson strongly urged that a written Code of Ethics be adopted by this association setting forth a concrete and complete statement, our policies in respect to our dealings with each other and with the public. The controlling idea being to give full value in goods and service.

The president's suggestion was acted upon and a committee appointed to draft a Code of Ethics.

Mr. M. R. Cashman gave a good talk about the work being done by the American Association and called attention to the catalog of "Standardized Plant Names," urging all nurserymen to secure a copy and USE it.

It was unanimously adopted that the Northern Retail Nurserymen's Association become affiliated with the American Association of Nurserymen.

In order to foster more general interest in "Tree Planting Week" the committee was appointed to call upon the Governor of the State and urge him to proclaim "Tree Planting Week" in Minnesota, and arrange to get as much publicity of this movement as possible.

"Horticultural Standards," as adopted at the 1923 Convention of the American Association of Nurserymen, was given by C. H. Andrews and it was unanimously carried that the Northern Retail Nurserymen's Association adopt them. A motion being carried for the Secretary to get copies of "Horticultural Standards" and send one to each member.

A draft of the Code of Ethics was presented and adopted, it read as follows:

*First:* To consider my vocation worthy, as affording me distinct opportunity to serve society.

*Second:* To improve myself, increase my efficiency and enlarge my service, and by so doing attest my faith in the nursery business.

*Third:* To realize that I am a nurseryman and a business man and ambitious to succeed; but that I am first an ethical man, and wish no success that is not founded on the highest justice and morality.

*Fourth:* To hold that the exchange of my goods, my service, my ideas for profit is legitimate and ethical; and that it shall be my aim that all parties in the exchange are benefitted thereby.

*Fifth:* To use my best endeavors to elevate the standards of the vocation in which I am engaged.

Mr. Robert Wedge gave an address on "Packing Nursery Stock," treating of the various old and new materials for wrapping packages. He showed a model of a machine he had invented for the economical use of a burlap-paper-asphalt wrapping that is a marked improvement over any bailing machine that has previously been constructed for putting up the smaller packages of stock.

Mr. W. G. McKay spoke about "Roadside Tree Planting" but emphasized the need of after-care or it would work to the disadvantage rather than to the advantage of the nursery business.

The Division of Horticulture, University of Minnesota

has been giving a short course for the past two years. They now propose to adapt the lectures the first week to the special needs of nursery salesmen and workers. The matter was presented by C. E. Cary, instructor in Landscape Gardening, and much interest was shown by the members, as this will supplement the instruction that is now being given their salesmen by many of the nurserymen.

Mr. C. H. Chinberg spoke on "Fair Play Between Nurseries," an essential condition to harmony and a condition that will prevail if the Code of Ethics is adhered to.

"Recruiting a Higher Type of Salesman" was presented by V. L. Rushfeldt who analyzed the various sources of material for order getters.

"Problems of the Nurseryman" was ably discussed by R. D. Underwood. He took up in considerable detail the need of keeping costs of the various nursery operations and emphasized that one or two crops will not give an absolute basis but the average of a series of years is necessary to give reliable data. This subject of cost of production and cost of distribution as well is one that those who lack practical experience in the business too often ignore to their own disadvantage.

T. A. Torgeson gave us some additional facts and figures regarding "Getting Cash with the Order" which showed that his firm was collecting a good proportion in advance and that by proper presentation we all could collect much more.

Professor A. G. Ruggles gave a talk on "Pest Control and Fumigation." In mentioning the White Pine Blister Rust Prof. Ruggles said that the Black Currant is most likely to carry the rust of any of the currants. It developed that the sales of black currants is comparatively insignificant. There being a possibility that the quarantine line might be moved westward under certain conditions, R. D. Underwood offered this resolution: "Resolved that it is the opinion of the Northern Retail Nurserymen's Association that its members recognize the conditions relative to the black currant in relation to quarantine No. 26, and that they will discontinue the propagation of black currant; that this action be certified to the Federal Horticultural Board with the recommendation that the quarantine line be moved west of the Great Plains area." The resolution was carried.

Landscape gardening as a phase of the nursery business that is one of the most promising and profitable for the nurseryman to develop, was the theme talked on by E. C. Hilborn who is quite proficient in explaining the principles governing the proper landscape development of home and public grounds.

Memorandum was made to have the Legislative Committee take up matter of a lien law in Minnesota so as to make it cover the furnishing of nursery stock, also a law to permit suit to collect a bill to be brought in the town specified as place for payment.

E. C. Hilborn of Valley City, North Dakota, was elected to represent the Northern Retail Nurserymen's Association at the Convention of the National Nurserymen's Association, in June 1924.

R. D. Underwood moved that a committee be appointed to draft a resolution to memorialize the Forestry Board regarding the State free distribution of trees, etc. Carried. The members appointed on this committee were



R. D. Underwood, Thos. E. Cashman and C. H. Andrews.

The following officers were elected: President, T. A. Torgeson, Estevan, Saskatchewan; Vice President, L. J. Tucker, Madison, Wisconsin; Secretary and Treasurer, C. H. Andrews, Faribault, Minnesota; Executive Committee, T. A. Torgeson, ex-officio, Chairman; C. H. Andrews, ex-officio. 3 years, E. M. Sherman, Charles City, Iowa; 2 years, John Hawkins, Minneapolis, Minnesota; 1 year, Chas. A. Chinberg, Minneapolis, Minnesota. Meeting adjourned.

#### REPORT OF THE OKLAHOMA STATE NURSERYMEN'S ASSOCIATION

The Oklahoma State Nurserymen's Association met in regular session January 12, 1924, at the Huckins Hotel, Oklahoma City, Oklahoma.

In the absence of Mr. J. W. Back, president, who was detained at home on account of sickness, the house was called to order by the vice president, Mr. Irl Hudson, of Ardmore, Oklahoma.

The following officers were elected for the ensuing year: Mr. C. E. Garee, president, Noble, Oklahoma; Mr. J. T. Foote, vice president, Durant, Oklahoma; Mr. W. E. Rey, Oklahoma City, was re-elected for secretary-treasurer.

After the election of officers and an interesting talk by Mr. Garee, the new president, the Oklahoma State-wide Home Beautifying Contest, as sponsored by the State Board of Agriculture, was thoroughly discussed and unanimously indorsed, the following resolution being adopted:

"Resolved, that the members of the Oklahoma State Nurserymen's Association will co-operate with the Oklahoma State Board of Agriculture in the State-wide Home Beautifying Contest and that we will supply nursery stock to the amount of, and not to exceed \$60.00 each, for prizes, in seasonable time following awards of the contest."

We were glad to welcome Mr. John S. Kerr, of Sherman, Texas, into our association, and everyone enjoyed his talk on evergreen planting in which he mentioned, in particular, some of the broad leaved types of evergreens that are fast coming into use in Texas, many of which he believes, would be adaptable to Oklahoma.

The meeting was adjourned at 6 P. M., to meet again at Durant, Oklahoma, sometime in August. Exact date of meeting to be named later.

#### MICHIGAN ASSOCIATION OF NURSERYMEN

The annual convention of the Michigan Association of Nurserymen will be held at the Michigan Agricultural College at East Lansing, Michigan, Thursday, February 7th. The morning session will open with an address by Professor L. R. Taft, Chief Horticulturist, who will take as his topic, "Nursery Inspection and Quarantines," and in the afternoon the association will be addressed by Professor R. E. Loree, who will talk on "Raspberry Diseases That Are Spread By Nursery Stock," and Professor Brad-

ford, who will talk on "Recent Experiment Station Work of Interest to Nurserymen."

The present officers of the Michigan Association of Nurserymen are as follows: President, B. J. Manahan, of Detroit, Michigan; vice president, Wm. F. Ilgenfritz, of Monroe, Michigan; secretary-treasurer, C. A. Krill, of Kalamazoo, Michigan, and the following compose the Executive Committee with the above officers: E. G. Greening, of Monroe, Michigan; F. E. Beatty, of Three Rivers, Michigan; George A. Hawley, of Hart, Michigan, and R. J. Coryell, of Birmingham, Michigan.

#### SOUTHERN NURSERYMEN'S ASSOCIATION ISSUING A STOCK REPORT

The Southern Nurserymen's Association is issuing a stock report in behalf of the association through the Secretary, C. W. Fraser, Box 169, Birmingham, Alabama.

Those who have not received a copy may have one by applying to Mr. Frazer.

Quite an assortment of fruit and ornamentals suitable for northern as well as the southern trade are listed in this booklet.

Mr. Elliott Wheeler, Canterbury Nurseries, Easton, Maryland, has gone on a cruise to the West Indies. He expects to visit botanic gardens in Jamaica and other places of horticultural interest.

#### THE OHIO STATE NURSERYMEN'S ASSOCIATION

The seventeenth annual meeting of the Ohio State Nurserymen's Association will be held at the New Southern Hotel, Columbus, Ohio, on Wednesday and Thursday, February 6th and 7th, 1924.

A good meeting is expected and a large attendance is wanted.

C. O. SIEBENTHALER, *Secretary*.

#### NURSERY SALESMEN

We like nursery salesmen to visit us, especially when they impart new ideas and new thoughts, such as the catalog salesman hailing from Hicks Nurseries, Westbury, Long Island, New York.

This neat looking catalog, on white glaze paper, is entitled "Winter Planting." It was the theme of its sales talk.

The Hicks Nurseries differ a little from the majority of other nurseries in that it makes a specialty of growing and transplanting large, well developed trees and plants so that the customer does not have to wait for results. It caters to that class of trade that has money to spend if they can get what they want.

The thought that should be passed along is the fact that the planting season can be very much extended. Comparative graphs of the Hicks Nurseries, with other nurseries, showing December and January planting and buying, is a very convincing argument that the Hicks Nurseries has successfully extended its season of activities far beyond others.



Order your nursery stock early this year. Now is the time when selection is the best and delivery can be assured.



*A Hedge Planting of LODENSE PRIVET  
Note the Compact Habit of Growth*

## LODENSE PRIVET

*(Ligustrum Nanum Compactum)*

is the prize-winning name selected for our **New Dwarf Privet**. Mr. E. T. Hofmann, Ilion, N. Y., has received a check of \$100 as offered in our contest.

Over 500 names were submitted, but Mr. Hofmann's suggestion of "LODENSE PRIVET" was unanimously selected. It describes the variety very clearly and explains in a word the characteristics of the plant.

You will be interested in learning more about this unique little Privet.

### NEW DWARF PRIVET



The Lodense Privet stands shearing very well and makes a very good decorative plant for tubs, pots and boxes.

LODENSE PRIVET is just the thing nurserymen have been waiting for. It fills a long-felt need for an easily grown, low-priced plant for low hedges and borders. (See illustration above.)

LODENSE PRIVET is something NEW. There is nothing just like it. It is by far the most important nursery development of the year!

LODENSE PRIVET was introduced to the trade only last fall. Already it has become one of the most widely talked of articles for 1924 trade. Nurserymen who have seen it are enthusiastic as to its future and are unanimous in saying that it will find a real place in American Horticulture.

LODENSE PRIVET is going to be

one of the most rapid moving items of stock you have ever handled. We know your customers will want it when they see it and learn about its distinctive habits of growth.

Our plans for LODENSE PRIVET include extensive propagation to meet the demand that has already been created.

We recommend it very highly as a leader for spring trade, and because the supply will be limited this season, we urge you to get your order in now—when delivery can be guaranteed.

LODENSE PRIVET can be supplied for immediate or spring shipment in 3-year old, 2-year old, and 1-year old plants. All strong and healthy. Quotations on request.

**Jackson & Perkins Company,** *Growers of "The Preferred Stock"*  
WHOLESALE NURSERYMEN

Newark :

: New York



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

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Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

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should reach this office by the 20th of the month previous to the  
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Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Easton, Md., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., February 1924

**STATISTICS** It was only a few years ago the subject of statistics of nursery production was brought up at a meeting of the American Association and the importance of such statistics was discussed, suggestions being made to get the help of the United States Department of Agriculture in gathering such statistics, in much the same way as it is done with farm crops.

We do not know that any action has been taken by the Department of Agriculture but we do know that the nurserymen's associations throughout the country are in a fair way to solve the problem themselves. It is very interesting to note the stock reports from the various associations. The extreme value of these stock reports will doubtless be revealed as time goes on and will do much to prevent over-production and the demoralization of prices, which carry so much disaster in their wake.

There is no doubt that as these reports begin to show their value a more general use will be made of them and perhaps ultimately there will be a means found whereby the American Association can be made a clearing house for statistical records. In the meantime every district or state association should do all in their power to perfect the system and bring out its full value to the trade at large, as well as their own particular district.

**PEDIGREED** A news circular from a New York State

**FRUIT TREES** Agricultural Experiment Station states that pedigreed fruit stock usually has little value. Trees from cuttings and graftings are no different from the original tree from which the variety was derived. This opinion is based on tests made on the station grounds and can hardly be gainsaid.

We do think, however, that while a Baldwin apple, from whatever individual tree it may be propagated, is still a Baldwin apple, there is still room for question as

to whether or not better trees, from the point of health, might not be propagated from some trees rather than others. Certainly, in other kinds of plants, such as roses, carnations, grown under glass, or even shrubs and evergreens growing in the open, some stocks are more vigorous than others and the old fashioned gardener always preferred to take his buds or cuttings from vigorous stock that had not deteriorated in any way.

The writer remembers especially some Japanese maples, propagated by inarching from poorly colored plants never seemed to quite regain the color that should have been their's, and for which the particular kind was noted, yet all the plants came from the same original stock.

**STANDARDIZATION** The Chamber of Commerce in the United States has made an appeal to manufacturers throughout the country to give more attention to the elimination of excess varieties. They are urged to simplify and standardize their products.

Reductions made by individual manufacturers in certain commodity lines by eliminating unnecessary varieties are shown as follows:

Bottles .....	210 to 20	Fine Papers ..	377 to 56
Bread .....	15 to 6	Forged Tools	2752 to 671
Cameras .....	106 to 67	Men's Collars	150 to 25
Cigars .....	150 to 6	Saws .....	660 to 203
Clocks .....	600 to 80	Toilet Goods	425 to 140
Fertilizer ....	100 to 17	Wheelbarrows	42 to 16

It is hardly necessary to say that it would mean tremendous economic saving in the nursery business if the suggestion were carried out with the products handled by the nursery trades.

**JAPANESE BEETLE** The present quarantine policy as to the Japanese beetle is to be continued with such extensions as the spread of this pest will necessitate: in other words, the quarantine restrictions will be limited to the known infested territory with surrounding safety zone. The extension of the beetle practically to the Delaware line will make it necessary to include Delaware under the quarantine for the purpose of extension of the safety zone to such towns in Delaware contiguous to Pennsylvania as may be necessary for the purpose of such zone.

Dr. Marlatt, chairman of the Federal Horticultural Board, admitted at the hearing of January 4th, the eradication of the beetle was impossible and all that could be done was to attempt control by impeding its spread until a natural balance could be secured by parasites brought from Japan.

The pest is a new one in the sense that the actual damage it would inflict on the country is unknown and being unknown is more alarming than if we knew what the actual results would be. By all accounts the beetle in Japan is no more serious a pest than many others in its effect on the crops of the country.

True, its spread in this country has been rapid since its first introduction to New Jersey eight years ago. It is estimated it has spread over 25,000 square miles of



# FRENCH FRUIT STOCKS

IMMEDIATE SHIPMENT FROM FRANCE

*Our French firm—VINCENT LEBRETON'S NURSERIES, ANGERS—whom we have represented as sole U. S. agents for 20 years, is the largest grower of FRUIT STOCKS in France. Their grading and packing is of the best. Their plantings were larger than usual this season, and by cable (Jan. 10th) they advise they can still offer these quantities:*

150,000 Pears, 1 yr. branched roots, 7-12 and 6-10 m-m

100,000 Pears, 1 yr. branched roots, 5-7, 4-6 and 3-5 m-m

375,000 Apples, 1 yr. branched roots, 5-7, 4-6 and 3-5 m-m

200,000 Myrobolans, 1 yr. seedlings, 6-10 and 5-9 m-m

90,000 Myrobolans, 1 yr. seedlings, 4-6, 3-5 and 2-3 m-m

600,000 Mahalebs, 1 yr. seedlings, 3-5 and 2-3 m-m

80,000 Mazzards, 1 yr. seedlings, 6-10 and 5-9 m-m

40,000 Mazzards, 1 yr. seedlings, 4-6 and 3-5 m-m

160,000 Quince, Ang. cuttings, 1 yr., 7-12, 6-10, 5-7 and 3-5 m-m

350,000 Manetti and Multiflora, 1 yr. cutt., 5-10 and 3-5 m-m

70,000 Apples, Doucin & Paradise, 1 yr. & 2 yr., 6-10 & 5-8 m-m

*Please write us, or wire at our expense, the quantity of each variety and size you expect to require and we will promptly quote our best prices. We will quote by mail, but if you want shipment rushed we will cable it to France at our expense.*

**McHUTCHISON & CO.,** 95 Chambers Street  
NEW YORK CITY

(Sole American Agents for Vincent Lebretons Nurseries, Angers, France).



territory, yet within this territory there are many nurserymen and farmers who have never seen one except perhaps in captivity.

The impression that the Japanese beetle will be a devastating plague is rather a fear than a fact. This should not be forgotten in considering the problem. True it is one more pest to contend with along with the potato bug, the San Jose scale, Aphis, cut worms, fire blight, root knot, rose bug and a host of others that cause humanity to live by the sweat of its brow.

#### JACKSON, PERKINS COMPANY ISSUES SOUVENIR BOOKLET

The Jackson, Perkins Company, Newark, New York, has issued a souvenir booklet to commemorate the semi-centennial anniversary of their nursery business.

The booklet is handsomely gotten up and gives a brief story of the business, acquaints you with the personnel, its policy and methods. This is followed by a comprehensive descriptive list of roses that are now in general commerce in the United States; making a book that is a valuable work of reference.

The Jackson, Perkins Company is certainly to be congratulated on its record of fifty years of service in the horticultural world, so modestly set forth.

From a modest beginning in 1873 the business has grown until it is responsible for the magnificent total of 4,000,000 plants set out the past spring. Doing exclusively a wholesale trade they have confined their efforts to growing certain lines in large quantities, this policy has undoubtedly been responsible for the enviable position held in the trade. Specializing on good things and learning how to grow them of the highest quality. Roses have always been a specialty, others are the large flowering clematis, hydrangeas, Aristolochia and certain shrubs, evergreens, phlox and peonies.

A new nursery has recently been established by the company at Bridgeton, N. J., which will enable them to grow azaleas and rhododendrons, which they expect to be able to market, in limited quantities next year.

#### 4000 YEARS WITHOUT A CROP FAILURE

The arguments in favor of diversified farming as against a single crop system would vanish if there were any way to prevent that single crop from failing. No way to do this has been found, yet it is remarkable that lower Mesopotamia has operated practically on the single crop system for at least 4000 years—and probably for centuries longer—without the record of one crop failure.

Mesopotamia's crop is dates, which not only forms the staple food of the people but that country's chief export. Since early biblical days the date palm has been carefully cultivated there, and writings on the subject that have been preserved on brick tablets prove how much scientific knowledge the date growers of those early days had gained. It was to water those date palms that the first irrigation system known to man was devised.

#### CODE OF FRUIT NOMENCLATURE

##### *American Pomological Society*

This code aims to establish a simple and clear system of pomological nomenclature that shall be appropriate and stable. Accordingly it is urged that all persons naming new varieties of fruits choose simple one-word names that are fittingly expressive of some character, quality, place, person, or event associated with the source, time or place or origin of the variety.

The paramount right of the originator, discoverer, or introducer of a new variety to name it, within the limitations of this code, is recognized and established.

The term "kind" as herein used shall be understood to apply to those general classes of fruits which are grouped together in common usage without regard to their exact botanical relationship, as apple, cherry, grape, peach, plum, raspberry, etc.

##### 1. FORM OF NAMES

1. Names of new varieties shall be of one word preferably, but two words may be accepted. Names of existing varieties shall not be changed in such way as to lead to confusion or loss of identity.

2. The spelling and pronunciation of a variety name shall be the same as that of the person, place, substance, circumstance, or quality from which it is derived.

3. A possessive noun shall not be used.

4. Initials should not be used as a part of a variety name.

5. A name shall not be formed by the compounding or hyphenating of two or more existing names, but this does not prohibit the formation of a one-word name by the use of parts of two or more existing names. The hyphen shall not be used between the words of a name. Thus, neither Bartlett-Seckel nor Bar-Seck may be used, but Barseck is admissible.

6. Such general terms as seedling, hybrid, beurre, damson, pippin, rareripe, bigarreau, should not be used.

7. A variety imported from a foreign country should retain its foreign name, subject only to such modification as is necessary to conform it to this code, and provided that names having a recognized English equivalent may be, but are not necessarily, so rendered.

8. The name of a person shall not be applied to a variety in his lifetime without his consent.

9. The name of a deceased person shall not be applied to a variety except through formal action by some competent pomological body, preferably that with which the deceased was most closely associated.

##### II. PRIORITY, USAGE AND DUPLICATION

10. The name first published for a variety shall be the accepted and recognized name except when contrary to the provisions of this code; but names established by usage in American pomological literature may be retained even though they do not conform to these rules.

11. A name once used shall not be used again for a variety of the same kind, except that a name once established through long usage for two or more American varieties shall not be displaced for either or radically modified unless a well-known synonym can be used in its place; or when no such synonym is available, the va-



## TO THE TRADE ONLY

We Grow and Sell a General Assortment of  
Nursery Stock. Strong on

**Apple, Pear, Cherry, Plum and Prune  
Fruit Tree Seedlings, Small Fruit Plants  
and Portland Roses**

*Advance Price List Now Ready. If You Do Not  
Have It, Write and It Will Be Mailed Promptly.*

Remember, We Are

**Headquarters for Nursery Supplies**

**Portland Wholesale Nursery Co.**

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**PORTLAND : : OREGON**

## A Complete Assortment of NURSERY STOCK

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees Shrubs  
Evergreens  
Paeonies Perennials  
Roses

**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

## Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**

Princeton in New Jersey

February, 1924

## NURSERY SPADES

EXTRA LONG STRAPS

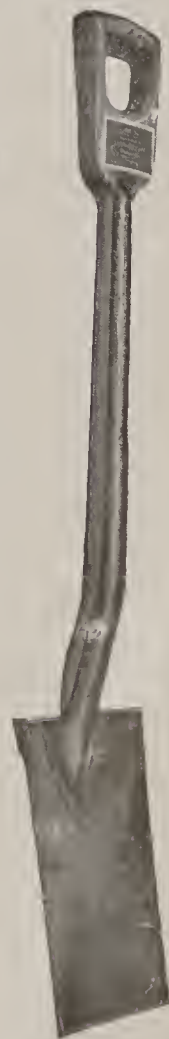
and

REINFORCED AT  
BEND OF HANDLE

also where

STRAP IS WELDED  
TO BLADE

*Made in Either Square  
or Round Point*



**T. ROWLAND'S SONS, INC.**

Cheltenham -:- Penna.



ieties bearing identical names may be distinguished by the addition of the name of the author who first described each, or by some other suitable distinguishing term.

### III. PUBLICATION, DESCRIPTION AND CITATION

12. Publication consists in : (1) The public distribution of a printed name and description or characterization of the fruit; (2) the publication of a new name for a variety described elsewhere under a different name, number, or other untenable designation, the synonym being given.

13. Publication of a name may be made in any book, bulletin, report, trade catalog or periodical of public distribution and bearing date of issue.

14. But a varietal name may be established by current usage in the locality of its origin, when well-known, and shall be considered as published and have precedence over a later printed name for the same variety.

15. Complete description of a variety consists of a detailed account of the characteristics of the plant, foliage, flowers, fruit and habit of growth, so as to distinguish it from other varieties of similar appearance.

16. The type of a variety is the fruit of the original plant; and type descriptions or illustrations shall be made from material produced by the original plant, or when this is not available, from a plant as near as possible to the original in a sexual reproduction, and preferably grown in the same pomological region.

17. The full citation of a variety name consists of the name of the author who first described the variety, and the name, page, and date of the publication in which the description first appeared. An author-citation following a name refers to the author of the original description of a variety: e.g., Turley, C.P.C. Names of authors and published works may be abbreviated, in accordance with the usages of this society.

Adopted November 8, 1923, at the New York meeting of the society.

### PRIZES OFFERED FOR POEM ON THE DAHLIA

Mrs. Charles H. Stout has offered a prize of fifty dollars to be awarded for a new and original poem on the dahlia.

The Garden Magazine has been chosen as the medium through which the award will be made.

Contestants may submit any number of entries with the name and address of the author plainly marked on each one.

They should be addressed to the

DAHLIA POEM CONTEST

*Editors of the Garden Magazine*

Garden City, N. Y.

Competition closes October 1, 1924.

A. E. Wohler, proprietor of the Garden Nurseries, Montgomery avenue, Narberth, Pennsylvania has purchased ten acres of land for nursery purposes, situated about three miles from the present location on the main line of the Pennsylvania Railroad. This land will be used for growing a general line of nursery stock.

### THE PROPOSED NATIONAL ARBORETUM

A meeting was recently held at the Cosmos Club, Washington, D. C., to discuss the need for a National Botanical Garden and Arboretum.

It was attended by Dr. A. J. Woods, of the University of Maryland, representing the American Horticultural Society; Prof. D. S. Johnson, Johns Hopkins, representing the Botanical Society of America; F. W. Beasley, representing Association of American Foresters; Robert Pyle, West Grove, Pa., representing the American Association of Nurserymen; Prof. F. V. Coville, representing the Washington Academy of Natural Sciences; R. G. Pierce, representing the Botanical Society of Washington, and P. L. Rieker, secretary of the Wild Flower Preservation Society of America.

The meeting resolved itself into a permanent committee with Dr. A. J. Woods as chairman, to do what it could to promote the idea and supply interested organizations with information regarding the same.

The following statement has been issued by the Wild Flower Preservation Society of America and later a revised map will be published showing the location of the proposed national arboretum:

#### A NATIONAL ARBORETUM AND GARDEN IN WASHINGTON.\*

The plans of the National Commission of Fine Arts are so far advanced that it has become necessary to remove the Washington Botanical Garden from its present site, which is already occupied in part by the Grant and Meade memorials. A tract of about 15 acres to the south has been tentatively approved as a new location, but this is too small to more than serve to continue the Garden in its present character. Trees require a great deal of room, and not over 40 species could be provided for on an acre of land. The present Garden is fulfilling a demand quite apart from the function of a National Arboretum and Garden. It has been suggested that, on its new site, it might be appropriately called either the Capitol or Congress Garden.

A hearing before the Joint Committee on the Library, Congress of the United States,\*\* in May, 1920, considered various proposed sites for a National Arboretum, and testimony was given by experts from the United States Department of Agriculture, the directors of the New York and Brooklyn Botanical Gardens, and prominent Landscape Gardeners and Nurserymen favoring the plan of the National Fine Arts Commission for a National Arboretum and Garden along the Anacostia River, including the area known as Mt. Hamilton, and making available about 800 acres, with room for expansion up to about 2,000 acres.

#### VALUE OF AN ARBORETUM AND GARDEN TO THE GENERAL PUBLIC

1. Washington is one of the most cosmopolitan cities. There are large numbers of people here from every state in the Union, and it would be possible to grow in Washington many of the trees and shrubs which grow in their home states. There seems to be no other adequate way than through such an arboretum to interest the general public in the vast aesthetic and commercial store house of plant material which this country possesses. It could not fail to become a center to which thousands would go each Sunday or holiday to familiarize themselves with the plants of their own home states and those of foreign countries as well.

2. Every foreigner who is interested in studying America comes to Washington. At present there is nothing here to remind him of the wonderful plant life of this great country such as he is familiar with at home in his own botanical garden. A National Arboretum here would be of the greatest value in making known to foreign visitors the botanical resources of the country.

3. Something must be done to prevent many of our rare and beautiful trees, shrubs and herbaceous plants from becoming

\* Published jointly through their Botanical Garden Committees, by the Wild Flower Preservation Society and the Botanical Society of Washington.

\*\* For further data see Parts I and II, of Hearing before this Committee and Report of the National Commission of Fine Arts.

For additional copies address Box 3263, You Street Station, Washing-



## WE HAVE A GOOD SURPLUS

*Of the Following:*

**APPLES, 2 year Buds**

**PEACHES**

**CALIFORNIA PRIVET, 2 year.**

18-24 in. 12-18 in.

Can Offer These Two Grades in  
Carload Lots

Also Have a Limited Quantity  
of 2-3 Ft.

**JAPAN WALNUTS, SHRUBS, Etc.**

*Send Us Your Want List*

We are in the market for **EVERGREENS**, 2  
ft. and up; also lining out stock of all kinds.

**FRANKLIN DAVIS NURSERIES**  
INCORPORATED

629-631 N. Howard St. Baltimore, Md.

## SHADE TREES

NORWAY MAPLES—1½ inches up to 3 inches.

SUGAR MAPLES—6 to 8 feet, up to 4 inches.

EUROPEAN SYCAMORES—Several fine blocks.

PIN OAK and RED OAK—8 to 10 feet and larger.

AMERICAN ELMS—1½ inches and larger.



## EVERGREENS

RETINOSPORA—Picifera Aurea, Plumosa, and  
Squarrosa, 4 to 7 feet.

NORWAY SPRUCE—Sizes up to 7 feet.

AMERICAN ARBOR VITAE—Fine block 5 to 7 ft.

Good supply of leading varieties of **Fruit Trees, Shrubs,**  
**Roses, and Perennials.**

**THE COLE NURSERY CO.**

Painesville, - - - Ohio.

## SELLING OUT

Rapidly on Some Items. Do You Have Your Wants Provided For?

**BULLETIN NO. 2** *With Grade Count*

Will Be Mailed Early in February, Which Will Show a Very Good Assortment of Nursery Stock

## WATCH FOR IT

If You Do Not Receive Yours, Ask for Another. We Will Gladly Send It.

## IT WILL SAVE YOU MONEY

To Secure Your Wants at One Place. We Endeavor to Fill All Orders as Completely as Possible.

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We Will Try at All Times to Give Your Letters Prompt and Careful Attention

**SHENANDOAH NURSERIES**

**SHENANDOAH :: IOWA**

**A. F. LAKE, Pres.**

**C. B. LAKE, Vice-Pres.**

**R. S. LAKE, Sec'y-Treas.**



extinct. One of the best ways to prevent their extinction is by gathering them into arboreta and gardens where they can be cared for and where they will supply seeds for distribution throughout the country. *Franklinia*, already extinct in the wild state, is preserved in only a few private parks and gardens. *Holly*, *Trailing Arbutus*, *Ladies' Slipper*, *Columbine*, *Hartford*, *Climbing and Walking Ferns* are becoming rare around all centers of population, where also the *Magnolia*, *Mountain Laurel*, *Azalea*, *Dogwood*, *Redbud*, *Adder's-Tongue*, and many other flowers are already threatened with the same devastation. A few of them are protected by laws in Massachusetts, Connecticut and Colorado.

4. One of the great popular uses of an Arboretum is the display of hardy shrubs, where those interested in the beautification of their gardens and door-yards can see and become familiar with them. The opportunities for this kind of landscape gardening exhibitions would be particularly good in an Arboretum in Washington, inasmuch as a great majority of plants likely to be useful for this purpose on the Atlantic seaboard come from Asia and are adapted to cultivation here.

#### VALUE OF AN ARBORETUM AND GARDEN TO BOTANICAL SCIENCE

1. Washington is situated in a climatic zone peculiarly adapted to the cultivation of a very wide variety of plants. It is the meeting-place of the flora of the North and the South. Many southern plants not found further north grow here, and it is the southern outpost for many northern plants. There is no adequate Arboretum, Botanical Garden or collection of plants in this climatic zone. Boston has its Arnold Arboretum, New York, Brooklyn and St. Louis their Botanical Gardens, but there is nothing of the kind further south.

2. Washington is now the largest center of botanical activity in the world. There are 168 professional botanists in the Botanical Society of Washington, resident here most of the year. The Bureau of Plant Industry, with its 900-odd technical and scientific employees contains the largest group of professional botanists in the world. Its library facilities and the National Herbarium rank with the best to be found anywhere. These botanical workers would make excellent use of such a botanical garden, and, through cooperation with its management would exert great influence in the advancement of horticulture and agriculture.

3. Young botanists and others interested in plants, coming from the universities of the country to Washington to take up special work, need the facilities which a botanical garden would offer, to broaden their knowledge of plants and give them a wide botanical education which they cannot now get for lack of these facilities. There is no place in Washington today where young botanists can see a comprehensive collection of growing plants and study their habits and classification.

4. The Department of Agriculture is introducing thousands of Asiatic trees, shrubs and ornamental plants and distributing young specimens of them throughout the United States, but, owing to the lack of facilities, no collection of mature specimens of these has been maintained within the easy reach of either the investigators of the Department of Agriculture, or of visitors in Washington. These plants are being secured by special explorers in China, one of whom spent nine years searching remote regions for plants many of which are now growing without labels through the parks and private yards of Washington. Such things have been introduced as the Chinese chestnuts, Chinese white bark pines, horse chestnuts, Chinese elms, Asiatic roses, Chinese chaste-bush, Asiatic barberries, Japanese climbing Hydrangeas, the Japanese flowering apricots and flowering cherries, Japanese fringe trees, the Chinese wild species of flowering apples and pears, hawthorns, etc., etc.

5. One of the great uses of an arboretum comes about through the establishment in it of rare foreign trees and shrubs which furnish seed supplies for the increase of these plants for distribution to other regions. Since the operation of the federal quarantine law, it is more necessary than ever that a seed supply be established of the wild forms of all cultivated plants for the production of seed for stock purposes.

6. As an encouragement for plant breeders of the country, such an Arboretum would be an important factor. It could furnish not only seeds and plant material of such forms as can be grown in it, but as complete a collection as possible of the species of fruit and nut bearing plants from which could be obtained pollen for their use.

7. The National Herbarium, now one of the largest in the world, were it properly housed in an adequate arboretum, would be of vastly more use than it is at present. Appreciation of the necessity of correct identification of plants is increasing. The use of wrong names for plants has already caused serious loss to commercial interests. Through an arboretum and garden thousands of plants will be brought into flower, and pressed specimens identifying them deposited in the herbarium. A joint

committee of six of the leading National Associations of Nurserymen and Florists are now engaged in standardizing their plant names. A permanent living collection of authentically named specimens of as many of these plants as will grow in this latitude would be of the greatest assistance to them.

#### THE NEED FOR IMMEDIATE ACTION

The present plans of the Army Engineers contemplate dredging and filling the banks on both sides and this has proceeded as far as Bennings Bridge. A temporary legislative restriction has been placed on the continuance of this work above the bridge. Unless this restriction is at once removed so that the work can continue above the bridge it will soon become necessary to sell valuable dredging equipment that will become idle. A member of the Board of Engineers on Anacostia Park has stated that they are ready to cooperate with the Commission of Fine Arts and scientific interests in the development of the Park in such a manner that it will meet the needs of an Arboretum and Garden when that may be authorized by Congress.

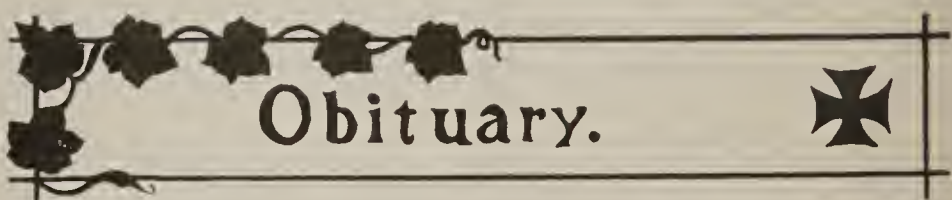
An embankment would also be placed around Shaw Waterlily Garden on the Eastern bank of the Anacostia river, to protect it from filling operations. It is desired eventually to incorporate this Waterlily Garden in the National Arboretum and Garden (the Government already owning part of the land). The Waterlily Garden cannot be moved to another site, as the river water is alkaline in reaction, and the ponds are fed by an acid spring, necessary for the successful growth of Waterlilies. Members of Congress and especially of the Appropriations Committee should, therefore, be urged at once to remove the restriction against work above Bennings Bridge so that the work can proceed. About 433 acres of reclaimed Anacostia land will then become available for beginning the development of the National Arboretum and Garden, leaving the 367 acre Mt. Hamilton tract to be purchased at an estimate cost of \$340,000 as soon as Congress is prepared to make an appropriation for that purpose.

#### NUMBER AND AREA OF THE LEADING ARBORETA AND GARDENS

Great Britain and her Colonies.....	65 gardens
Holland and her Colonies.....	6 gardens
France and her Colonies .....	25 gardens
Belgium .....	10 gardens
Germany .....	35 gardens
Japan .....	2 gardens
Italy and her Colonies .....	23 gardens
United States .....	12 gardens

The more important of these range from 200 to 500 acres in extent, while the largest is found at Rio de Janeiro with 2,000 acres. The United States Government has only the Washington Botanical Garden and the 48 State Agricultural Experiment Stations, do not serve as, or have attached to them, arboreta or botanical gardens. There are over 100 Universities and Agricultural Colleges in America, only 9 or 10 of which support either arboreta or botanical gardens. There is hardly a University in Europe worthy of the name without its botanical garden or arboretum.

Mr. and Mrs. C. R. Burr, Manchester, Connecticut, and Mr. and Mrs. Thomas B. Meehan, Philadelphia, Pennsylvania, are spending several weeks in Florida.



## Obituary.

HOWARD DAVIS

We regret to announce that we have just learned of the death of Howard Davis, Baltimore, Maryland, who died suddenly on January 15th.

Howard Davis was the son of Franklin Davis, of the Franklin Davis Nursery Company, and who continued the business for a number of years after his father's death, under the name of the Franklin Davis Nursery Company. He has not, however, been connected with the firm for several years.





## SPAGNUM MOSS

Clean Eastern Gathered. Superior to Western Stock—Burlaped

1 Bale \$2.50—10 Bales \$22.50  
Special Price on Car Lots

Sheet Moss .....	per bag	\$ 2.50
Hang in Baskets .....	6 in., per 100	\$12.00
New Style .....	8 in., per 100	15.00
	10 in., per 100	20.00
	12 in., per 100	25.00
	14 in., per 100	30.00
Extra heavy greenhouse baskets ...	14 in., per 100	45.00

**THE KERVAN CO.**

119 West 28th St.

**NEW YORK**

## NORTHERN VARIETIES

Apple, Currant, Gooseberry, Blackberry, Raspberry (transplants and Sucker plants). Lining out stock from green wood cuttings, vines, Yucca and Phlox.

### Evergreens By the Million

Arbor Vitae—American	Irish Juniper
Arbor Vitae—Compacta	Jack Pine
Arbor Vitae—Douglas Golden	Juniper Savina
Arbor Vitae—Globosa	Juniper Tamariscifolia
Arbor Vitae—Hoveys Golden	Norway Spruce
Arbor Vitae—Pyramidalis	Pinus Mugho
Arbor Vitae—Siberian	Pinus Flexilis
Arbor Vitae—Tom Thumb	Pinus Ponderosa
Arbor Vitae—Orientalis	Norway Pine
Arbor Vitae—Geo. Peabody	Pitch Pine
Austrian Pine	Pinus Densiflora
Balsam Fir	Red Cedar
Biota Orientalis	Red Spruce
Black Hills Spruce	Retinispora (2 varieties)
Colorado Blue Spruce	Swedish Juniper
Concolor	Scotch Pine
Douglas Spruce	White Pine
Engelmans Spruce	White Spruce

A Fine Stock of Large-size Shade Trees

Especially Attractive Prices on Large Orders

**SHERMAN NURSERY CO.**

**Charles City : Iowa**

## New York State Nurserymen's Association

### ANNUAL MEETING

**POWERS HOTEL, ROCHESTER, N. Y.**

**THURSDAY, FEBRUARY 7, 1924**

\* \* \*

There will be sessions morning and afternoon, commencing at 10.30 A. M.

Good speakers will address the meeting on pertinent subjects.

Dinner and entertainment at 7 P. M. Tickets, \$3.00. All nurserymen are invited.

\* \* \*

Those intending to be present at the dinner should notify the Secretary, from whom tickets may be procured at the meeting.

**C. J. MALOY, Secretary**

209 Linden Street, Rochester, New York

## BOUNTIFUL RIDGE NURSERIES

PRINCESS ANNE, MD.

Members of American Association of Nurserymen

### Surplus List of Apple

One and Two Year Old

We offer to the Trade:

Stronger, sturdy, bright, clean stock grown on land never tree'd before, and should please the most exacting. Shipment anytime from the 20th of February to the 1st of April. All grading and packing done in accordance with the rules of the American Association of Nurserymen.

#### LIST OF VARIETIES

2 yr. old 11-16 and up, 5 ft. and up	
Delicious	M. W. Twig
Tolman's Sweet	Wealthy
Stayman's	Gano
Rome Beauty	Maidens Blush
Liveland Raspberry	M. O. Pippin
Duchess	B. Ben Davis
York Imperial	Winesap
Ben Davis	Chenango Strawberry
McIntosh Red	Wolf River
Arkansas Black	Red Astrican
King David	E. Harvest
Jonathan	Baldwin
N. W. Greening	Winter Banana
1 yr. old grading, 2 to 3½ ft. and 3½ ft. and up	
Smokehouse	Grimes Golden
Maidens Blush	Staymans Winesap
McIntosh Red	M. B. Twig
Gano	Yellow Transparent
Delicious	Duchess
Winesap	N. W. Greening
York Imperial	Rome Beauty

We Invite Correspondence and Solicit Your Patronage. Our Trees Are Grown to Please



## THE NEED FOR A CODE OF ETHICS

*Address of President T. A. Torgeson at the Convention of the  
Retail Nurserymen's Association, St. Paul, Minn.,  
December 18, 19, 20, 1923*

Fellow Nurserymen:

We have gathered at this convention to assist each other in serving society. Upon you depends very largely the horticultural progress of that great domain known as the North Central States. My work lies in the Prairie Provinces of Canada. As nurserymen, we realize our responsibility as well as the opportunity that is ours. The welfare of hundreds of thousands of our fellowmen is affected by our activities. Primarily, as business men, we are interested in profits. Our business cannot exist unless there be a reasonable return on capital and labor invested. But, aside from this, as rational men, we desire to better the condition of others. Pride in our vocation also prompts us to conduct our activities along ethical lines. Personal satisfaction and monetary returns demand that we give full value in goods and service. Should any of our members fail to give full value, then would all be adversely affected. Therefore, in the broader sense, we are dependant on each other; we are our Brothers' Keepers.

How can this Convention best aid the members of our Association to render service to society? By making of it a real clearing house of experiences and also of untried theories. Our three days programme covers a wide range of subjects of vital interest to nurserymen. There will be differences of opinion on some subjects and in the discussions, may no one hesitate to give his views. There are gathered here the leaders of the nursery industry of a large section of America. Some of you have spent a rich and interesting life time in our vocation. You are called upon to give of your advice and wise counsel. But you who have been nurserymen for only a short time are also expected to give your views. Personally I am pleased to acknowledge the profit and pleasure I have received from our Conventions. I have had to travel twice as far as any of you to attend these gatherings but I have been more than repaid in the many good ideas and in the inspiration given me by my fellow nurserymen. The fact that practically all of the members of this association attend the conventions regularly is proof that all are helped in carrying on their work.

All of us who were members of the association during its infancy have noticed the change that has taken place in the attitude of our members toward each other. It appears to me that this change in our view point is similar to the changes that recent years have wrought in the members of other trade associations. The attitude of business men in general toward competitors has greatly altered during the past ten years. Rotary, Kiwanis, Lions and other public-service clubs have exerted a wide influence in tearing down the artificial barriers that have made men suspicious of each other. Trade Associations have been organized in all industries and professions and have served to bring competitors together. The business man has found that his competitor is not such a bad fellow after all. And so it has been with us. I remember that when I first advocated that a Uniform Salesman's Contract be adopted by our association, none of the others believed it could be put into effect. Some of my friends told me privately that they would lose a number of their strongest salesmen who were paid higher rates of commission than the average salesman. Some nurseries were committing the injustice of paying the self-assertive strong salesman an exorbitant commission—a commission that sometimes absorbed all the profits—while the less assuming salesman was paid less than justice would dictate. But nurserymen did not dare change to a uniform commission basis because of the suspicion that competitors would break the agreement to "steal" their heavy-weight salesmen. The following year the plan for a Uniform Contract was again brought before you and received a better hearing. Two years later it was adopted. The point is that the suspicion of competitors of some years ago has gradually disappeared. It is true, however, that humanity is frail and it may be that some have stepped at times beyond the strict interpretation and spirit of our policies. But examples of this kind are becoming more and more rare as our vision broadens and we realize how dependant upon each other are the members of our association.

Association Code of Ethics: As confidence in each other has replaced mistrust, there has gradually grown up an unwritten code of conduct toward each other and toward the public. ITS CONTROLLING IDEA IS TO GIVE FULL VALUE IN GOODS AND SERVICES. This unwritten code should be incorporated in a more concrete and complete statement

of our policies and I take this occasion to urge that a written Code of Ethics be adopted by this convention.

The Northern Retail Nurserymen's Association has led the way in several movements of nation-wide scope for the betterment of the nursery industry. Hundreds of nurseries throughout America are now using ideas that were first adopted by our association and successfully tried out by our members. On the other hand, other associations in our industry have given us ideas that have been of great value to us. It is through this exchange of ideas that our industry makes progress. Several associations of nurserymen have already adopted Codes of Ethics which have placed before the public and their members in concrete form the ideal controlling their policies. These are the Illinois Nurserymen's Association, the Eastern Canada Nurserymen's Association, the Southern Nurserymen's Association, the Eastern Nurserymen's Association, the Pacific Coast Nurserymen's Association and the Western Association of Nurserymen.

These organizations of nurserymen and a large number of associations in other industries have taken a definite stand before the public for fair practices in business dealings. The idea is not new to us for it has been advocated by our trade journals for some time. Ralph T. Olcott, the Dean of nursery trade journalists, has repeatedly urged in his "American Nurseryman," that the nurserymen's associations take steps to bring before all those engaged in our industry the need for the adoption of business ethics to all nursery trade transactions. Throughout the years that our association has existed we have established certain principles in business conduct. Unfair practices have been denounced and almost entirely eliminated. A partial unwritten code has been developed. Can there be any objection to placing this in a concrete form in a definite written Code of Ethics? It appears to me that only good can result from such a course.

The main results of the adoption of a Code of Ethics would be: (1) It would tend to make for greater efficiency in serving the public. (2) It would establish general standards for the business conduct of nurserymen to each other. (3) It would create favorable public opinion toward nurserymen in general and toward the members of this association in particular.

A definite written Code of Ethics would make for greater efficiency in serving the public. By this, I mean that it would tend to make our work more uniformly satisfactory throughout the territory we serve. Some of our members are already conducting their business activities in a manner which shows that they clearly understand their obligations to the public and to their fellow nurserymen. A Code of Ethics would add nothing new to the policies of these nurserymen. But some have not as yet fully adopted the higher principals of business conduct. Ernest Hemming, editor of the National Nurseryman, refers to this class of nurserymen in one of his editorials, as follows: "It (the Code of Ethics) will give him the assurance that the standards of others are high and perhaps inspire the confidence that is lacking without a written code." The class of business man referred to by Mr. Hemming, whether in the nursery industry or any other industry, can be helped through the influence of the members of his trade association, to give better service to the public. A Code of Ethics would give continuous expression to this influence for good and would keep before each member of our association the high objective that we are striving to reach. This in turn would mean better service to the public, which in turn would rebound to the credit of the nursery industry.

A Code of Ethics would promote solidarity in the nursery industry through establishing general standards for the conduct of nurserymen toward each other. The stability and progress of nursery industry in this part of America demands unity among members of this association. And unity demands that members adhere to high standards in their relations with each other. There must be uniformity in Horticultural standards that will apply to grower, wholesaler and retailer and our members must not deviate from such standards. Our secretary, Mr. Andrews, will deal more fully with Horticultural Standards at this convention. There must also be clearly defined boundaries beyond which members cannot wander in their public references regarding competitors. These and other matters relating to the conduct of nurserymen to each other can be emphasized and made more effective through their incorporation in a written Code of Ethics.

It would create favorable public opinion toward nurserymen in general and toward the members of this association in particular. If we adopt a written Code of Ethics, that part referring to our relations with the public could be put in a brief resume and given general publicity. This has been done by some of the nurserymen's associations that have adopted Codes of Ethics.



## HOOPES, BRO. & THOMAS CO. THE WEST CHESTER NURSERIES

West Chester, Pa.

Established 1853

Incorporated 1907

**APPLES**—All the leading varieties. If you want to please your customers send them some of our 2 yr. buds and 3 yr. grafts as they are the finest we ever saw.

**PEACHES**—Strong. Belle, Carman, Elberta, J. H. Hale, etc.

**Norway Maples**—1½" caliper and up. As good as you ever saw.

**Boxwood, Pyramidal**

**Abies Nordman's**

**Arbor Vitae compacta, conica densa & globosa.**

**Retinosporas** as follows: argentea, compacta filifera, filifera aurea, pisifera, pisifera aurea, plumosa aurea.

**Spruce, hemlock, oriental, polita and white.**

*Send Us Your List of Wants*

## SURPLUS STOCK

We offer for immediate shipment in car loads Oriental Plane, Sugar Maple, Water Oaks, Ash, Elm, River Birch, Liquidambar, Tulip Poplar, in sizes up to 25 feet, 500 Pride of Rochester Deutzia 7 to 8 ft. clumps.

### LINING OUT STOCK—Any Quantity

20,000 LOMBARDY POPLAR ROOTED CUTTINGS 2 to 3 ft., 3 to 4 ft.  
50,000 CALIFORNIA PRIVET CUTTINGS.  
500,000 AMOOR RIVER (SOUTH) PRIVET SEEDLINGS 4 to 6 inch.  
100,000 EUONYMUS AMERICANA 18 to 24 in. and 2 to 3 ft.  
60,000 FEET OF BROWN TURKEY FIG WOOD.  
150,000 LUMBER PINE SEEDLINGS 10 to 15 inch.  
700 THUYA ORIENTALIS 2 to 3 ft. and 3 to 4 ft.  
300 THUYA OCCIDENTALIS 12 to 18 inch.  
20,000 DEUTZIA CUTTINGS.

### FRUIT TREES and SHRUBS

1,000 STAYMAN'S WINESAP APPLE TREES 3 yrs. 5 to 7 ft.  
2,000 STAYMAN'S WINESAP APPLE TREES 2 yrs 5 to 7 ft.  
1,200 BLACK BEN APPLE TREES 3 yrs 5 to 7 ft.  
3,000 DELICIOUS APPLE TREES 2 yrs 5 to 7 ft.  
5,000 ASSORTED APPLE TREES 2 and 3 yrs. 5 to 6 ft. and 6 to 7 ft.  
20,000 ASSORTED APPLE TREES 1 yr. 2 to 3 ft. and 3 to 4 ft.  
25,000 JUNE BUDDED PEACH IN ASSORTMENT.  
250,000 AROMA, MISSIONARY AND KLONDYKE STRAWBERRY PLANTS FROM NEW BEDS.  
FINE STOCK OF BLACKBERRY, DEWBERRY, GRAPES, SCUPPER-NONG 2 yrs. old. 150 pounds IBOTA PRIVET SEED.

### WANTED

Fruit tree stock. Lining Out Evergreen, Flowering Shrubs, Bulbs, Roses, Flox, Evergreen and other seeds for winter and spring planting. Send us your surplus lists and want lists. Will exchange as far as practical. Address

**THE CURETON NURSERIES**

**AUSTELL**

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**GEORGIA**

## General Assortment —OF— NURSERY STOCK



FRUIT TREES

SMALL FRUITS

RHUBARB

SHADE TREES

SHRUBS

ROSES

APPLE SEEDLINGS

CLEMATIS PAN

CATALPA BUNGEII

Let us have your want list for special quotations.

**A. WILLIS & CO.**

OTTAWA, KANSAS

## Thoroughly Matured Seedlings

**APPLE**

(Straight or branched)

**MAZZARD**

**MYRO**

These are in our splendid frost proof storage, now enlarged to include an area of 16,000 square feet in which we can house two large refrigerator cars, and load in the coldest weather.

These seedlings are in the pink of condition, well rooted, thoroughly matured, and sure to please.

**CAR LOAD RATES:** We will have carload shipments to many different distributing points east of the Mississippi and can guarantee carload rates to some point near you. The rate is \$1.85 per cwt.

**REMEMBER:** Our seedlings are clean, healthy and hardy. Grown on new ground—never before in seedlings. Dug, graded and loaded under the best conditions. We have moisture under control. Practically no fall rains to induce late growth.

Crisp, dry weather ripens them naturally and thoroughly. Quality, grade and pack guaranteed.



**WASHINGTON NURSERY CO.**

Toppenish, Washington

(In the Famous Yakima Valley)

Box P-1



It has been done by many associations in other industries. These organizations want the public to know of the high standards subscribed to by their members. The name of our Northern Retail Nurserymen's Association can be brought, through such publicity, more favorably to the attention of millions of planters throughout the territory we serve. This would tend to allay the suspicions that give rise to onerous legislation. Federal and State regulation of private industries has reached alarming proportions already. As a result some industries have been crippled. To ward off governmental interference, which would adversely affect both the nurserymen and the public, it is well to express in a definite form the high standards we have established in our field and to acquaint the public with our policies. We have developed a worthy unwritten Code of Ethics. Let us put it in a concrete, written form that can be made known throughout our district. The cycle of better sales years is commencing. Some improvement will be noticeable during 1924. Better years will follow. You will witness a remarkable expansion in our industry. Let us enter the New Era which is before us with definite, concrete policies, clearly stated in a written Code of Ethics, and thus declare the high standards which govern our relations to the public and to each other.

### OKLAHOMA STATE ENCOURAGES PLANTING

The State Board of Agriculture of Oklahoma, co-operating with the State Nurserymen's Association, is making a drive to encourage planting.

A state-wide contest is set forth in a folder offering numerous prizes, the object being:

To further develop the orchard industry of the state.

Improvement of homes by planting trees and flowers.

To develop the grounds around the public schools.

To beautify the highways.

To enlist all the people of the state in one common cause that will redound to the comfort, happiness and benefit of all.

### NEW DEPARTMENT BULLETIN DESCRIBES DANGEROUS PEST

The imported pine sawfly, *Diprion simile* Hartig, a European insect, has recently been found defoliating young pine trees in nurseries and on estates in certain of the New England and North Atlantic States. The preference of this sawfly for young trees makes it primarily a nursery pest and a nursery problem rather than a forest problem. This point is of considerable advantage in an attempt to control the species, since in such situations are found the best opportunities for combating it. The infestation is more easily observed early in its course and methods of control can be employed which, in spite of their effectiveness in a small area, could hardly be recommended to check a forest invasion. Because infestations of the pine sawfly are at present limited to young trees in nurseries and under similar conditions it is doubly important to combat it now lest it become established in our forests.

Department Bulletin 1182, The Imported Pine Sawfly, by William Middleton, entomologist, has been issued by the United States Department of Agriculture to furnish information on the life history, host plants, distribution, importance and methods of control of this pest. The data presented is based on investigations conducted at the eastern field station of the Forest Insect Investigation of the Bureau of Entomology at East Falls Church, Va. Those interested may obtain the bulletin while the sup-

ply lasts by applying to the United States Department of Agriculture at Washington, D. C.

### THE PLACE OF HORTICULTURE IN A BALANCED AGRICULTURE PROGRAM

*Excerpts From an Address Given By Charles W. Pugsley, President State College, Brookings, S. D., at the 35th Annual Meeting of the South Dakota State Horticultural Society, Sioux Falls, January 10, 1924*

There is a great difference between a house and a home. A house does not make a home. I have been in the most delightful homes housed in old and small cottages, and have witnessed the greatest home tragedies in expensive houses.

I have noticed that home happiness and contentment are very closely atuned to an appreciation of practical beauty. The expression of that appreciation is to be found in the selection and arrangement of home furnishings within the house, no matter how inexpensive or simple they may be. It is also to be found in the selection and arrangement of the furnishings outside the house. These expressions announce to the world the sort of a home.

If I find evidences of an appreciation of good pictures, music, or flowers within the house, then I am pretty certain that the housewife is doing her part to make a home. The humblest home can have good prints of famous paintings in inexpensive frames these days, even if new or universal pictures cannot be painted or purchased to express the personal tastes of the family. The humblest home can reproduce the world's best music with the inexpensive wonder-machines of the day. There is no home in this state of ours which cannot have flowers.

If without the house I find evidences of growing trees and shrubs, a real attempt at a lawn, and a flower and vegetable garden then I know the man is doing his part to make a home. The expressions within and without the house must be, of course, the expressions of the hearts of the homemakers, and not merely the formal results of hired decorators and landscape artists, although these may be often used to great advantage.

There is no branch of agricultural science more closely connected with the development of a home than horticulture. It furnishes beauty—wondrous beauty, for indoors and out. The subject of its work is the basis of art. Its products are in demand wherever beauty is wanted. Flowers express human emotions on all occasions. They tell the story of love, happiness and sorrow as no other missives can. The color, the shape and the fragrance, each has a message, and combinations of these run the entire round of human experiences.

Then there is the financial side. A few fruit trees and bushes and a small vegetable garden can be made to contribute the major part of the food of an entire family with but a small amount of pleasant labor. There are few sciences and arts which permit such a close association of the practical and the beautiful as does horticulture. A lawn or a garden can combine both valuable features.

There is also the health side. Doctors and dietitians are urging the use of more fruits and vegetables. Both can be grown here with ease. No farmstead and no city lot should be without its fruits and vegetables, and we will not really have a balanced agriculture until this is the case.

The object of a balanced agriculture is to make a more satisfying rural life—better farm homes. To me the place of horticulture in such a program is clear. It needs all the emphasis possible. In a climate like ours research work is tremendously important. The native fruits of this region have been greatly improved already by selection and crossing. They can be still further improved. Valuable new fruits have been brought in from the ends of the world. There are others waiting for us.

Few of us realize the romance of horticulture. If you want to read a story more interesting than any piece of fiction, but true, read of the evolution of our native fruits. Our modern plums, grapes, cherries, apples and berries are very superior to those of the last generation. You can scarcely find a popular variety of fruit generally grown today which was the popular variety 25 years ago. Twenty-five years hence our children will be making the same statement, if we continue to do our part.

Mr. and Mrs. William Pitkin, Rochester, New York, are in California, but expect to return about the middle of February.



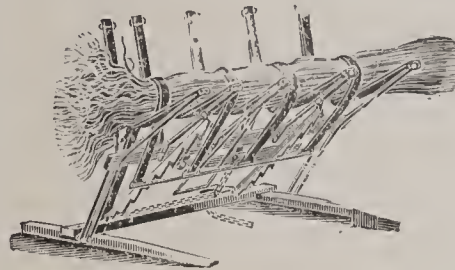
## The Best Tree Digger on Earth



Used and Recommended by Leading Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.



## The THOMAS TREE BALER

### Place Your Order Early for These Balers

To those who have never used a Thomas Tree Baler, we enumerate a few advantages over the old way of tree bundling.

- 1st—You save 25 to 33% box and car room by using our improved baler.
- 2nd—You will save the cost of baler during one packing season by eliminating the expense of expert labor over the old way.
- 3rd—You save money in less labor, freight, twine, straw and burlap, also the trees are baled without bruising.

These Balers Are Made in Two Sizes  
Medium, \$35 F. O. B. North Bend, Nebr.  
Large, \$40 F. O. B. North Bend, Nebr.

Terms, Cash With Order

*All Balers Are Tested Before They Are Shipped  
Further Information on Request*

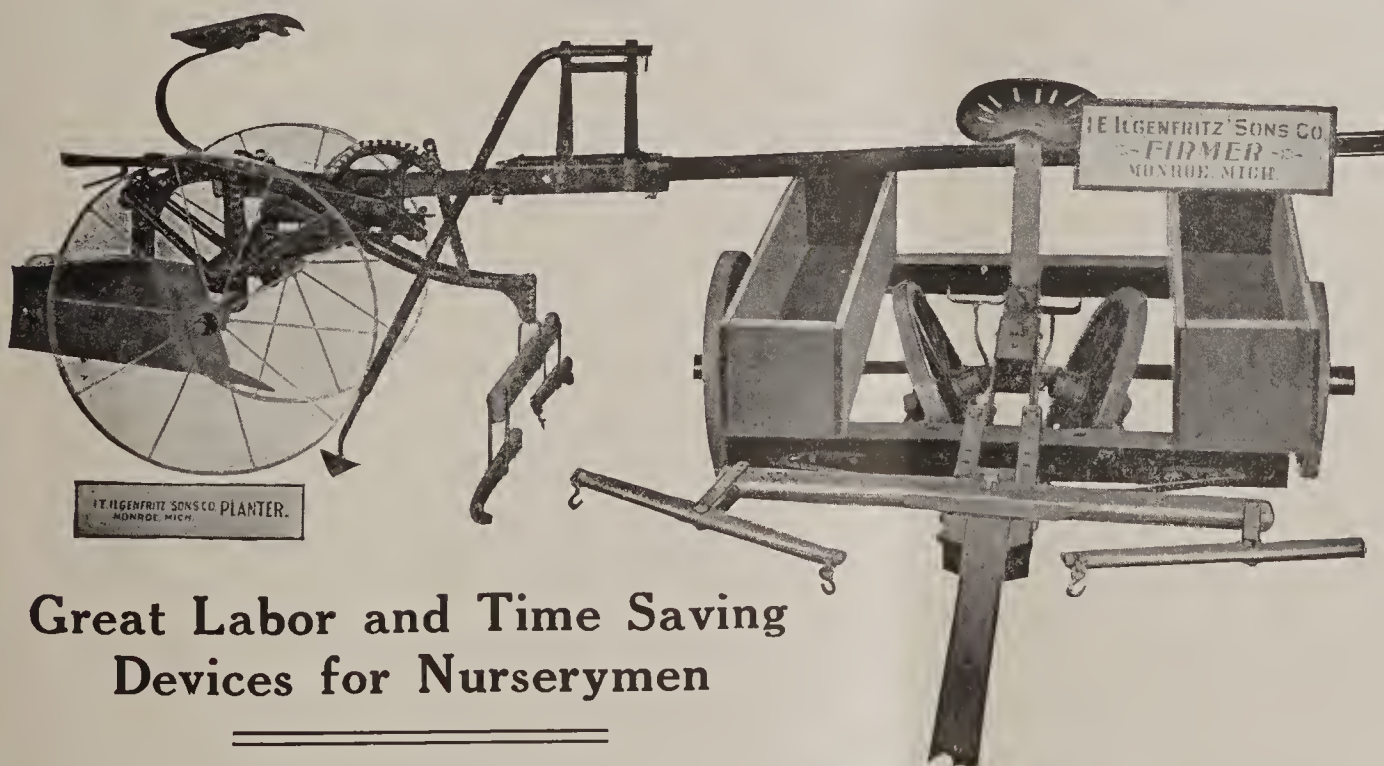
*Sold By*

**G. A. MILLAR,** North Bend, Nebr.

*Successor to J. W. STEVENSON*

## I. E. ILGENFRITZ' SONS CO.

# Planter and Firmer



Great Labor and Time Saving  
Devices for Nurserymen

Write for descriptive circular with testimonials from leading nurserymen of 17 States of the Union.

If they can't get along without them, can you?

TAKE THIS MATTER UP AT ONCE. Have machines for spring planting.

BETTER  
AND MORE  
UNIFORM  
STANDS  
OF STOCKS  
GRAFTS  
CUTTINGS  
ETC.

At less cost.

**I. E. ILGENFRITZ' SONS CO.**

The Monroe Nursery,

Monroe, Mich.



## NEW YORK STATE NURSERYMEN'S ASSOCIATION

The annual meeting of the New York State Nurserymen's Association will be held at the Powers Hotel, Rochester, N. Y., February 1, 1924, at 10.30 A. M. The officers are W. H. Mastin, President; C. J. Maloy, Secretary-Treasurer. Executive Committee, C. H. Perkins, 2d Chairman; Horace Hooker, John P. Rice and William Pitkin.

## PROGRAM

THURSDAY MORNING, 10.30 O'CLOCK

1. Call to order by the President.
2. Reading of minutes of last meeting.
3. Appointment of committees.
4. The president's address.
5. Annual report of secretary-treasurer.
6. Report of wholesale committee, Mr. T. C. Carson, Chairman.
7. Report of retail committee, Mr. T. F. Andrews, Chairman.
8. Report of membership committee, Mr. T. H. Cobb, Chairman.
9. Report of legislative committee, Mr. Wm. Pitkin, Chairman.
10. Report of transportation committee, Mr. John Keane, Chairman.

Adjournment for luncheon

THURSDAY AFTERNOON, 2.00 O'CLOCK

## ADDRESSES

1. Mr. Wm. S. Riley, Commissioner of Parks, Rochester, N. Y.
2. Mr. Clinton R. Lyddon, of Lyddon & Hanford, Rochester, N. Y., and President of Rochester Ad Club—"Advertising."
3. Mr. F. T. Burke—"How the grower, wholesaler and retailer can unite to sell more nursery stock."
4. Open discussion—"Horticultural Standards," introduced by Mr. John P. Rice for the wholesaler, Mr. W. L. Glen of Green's Nursery Company for the retailer.
5. Mr. Harold Doane, Niagara Sprayer Co.—"Nursery Dusting."
6. Report of nominating committee.
7. Election of officers.
8. Introduction of new president.

Dinner at Powers Hotel, Thursday, 7 P. M. Music and entertainment.

## CROWN GALL

Below is printed a copy of the resolution adopted by the American Phytopathological Society, also by the Society of American Economic Entomologists at Cincinnati. Both the Illinois State Nurserymen's Association and the Western Association of Nurserymen, in convention the last week, approved this resolution and the Executive Committee of the American Association of Nurserymen in session at Kansas City also approved it, authorized the publication of the papers and discussion leading to this resolution and it will be sent out in booklet form by the secretary of the American Association as soon as possible.

The Executive Committee also approved Section 8 of the resolution and appropriated the sum of \$2000.00 per year for two years, provided the balance of the amount required, namely, \$4000.00, be subscribed by the fruit tree growers who are vitally interested in the crown gall question. A good portion of this sum was pledged at the Western Association and a committee organized to collect the balance of this \$4000.00 immediately. John Fraser, Jr., is chairman of this committee. His address is Huntsville, Ala., and he will send out appeals to the nurserymen at once and hopes to have the money in hand within two weeks so that the research program can be started immediately.

## REPORT OF COMMITTEE ON CROWN GALL INSPECTION

Mr. Chairman:

Your committee on crown-gall inspection begs to submit the following report:

1. Owing to the wide distribution of *Bacterium tumefaciens*,

the large number of its host plants, and the difficulty of detecting all affected plants, official inspection of nursery stock for the purpose of preventing the dissemination of the crown-gall organism is unwarranted. The sole object of crown-gall inspection is to prevent the sale and planting of stock which will not produce a normal crop. If it be assumed that all plants effected by crown-gall are unfit for planting no method of official inspection is adequate protection for the planter, because of the nature and wide distribution of the causal agent. Inspection regulations should be framed with these things in mind and a clear distinction should be made between crown-gall and malformations due to excessive callousing, cultivation injury, woolly aphid and nematode injury.

2. The amount of injury done by crown-gall varies greatly with different species of plants and, in some cases, even with different varieties of the same species. Also, it appears to vary somewhat with the character of the soil, method of culture and climatic conditions. Accordingly, it is impracticable to have uniform inspection regulations for all kinds of plants or for all parts of the United States.

3. In each state the extent of the injury done by crown-gall to the principle economic plants grown in the states should be accurately determined and the findings used as the basis of inspection regulations. Generally speaking, the persons best qualified to do this are the plant pathologists and horticulturists of the Agricultural College and the Agricultural Experiment Station. They should be consulted freely by those in charge of nursery inspection.

4. In general, the injurious effects of crown-gall have been over-estimated, particularly in the case of the apple. Crown-gall injury is least pronounced in the northern and northeastern portions of the United States.

5. Crown-gall inspection should describe fully, and as accurately as may be possible, the symptoms shown by plants to be rejected. To say that "all plants visibly affected by crown-gall will be rejected" is not sufficiently explicit. Hair-splitting methods of inspection are unnecessary and should not be permitted. Considerable tolerance should be allowed.

6. Field inspection for crown-gall is unreliable. The only worth-while inspection is that made at the packing shed or at the point of destination.

7. Except as a penalty for law violation, the rejection of an entire shipment because some plants in it are affected by crown-gall is unwarranted.

8. In view of the foregoing it is recommended that this society solicit the active co-operation of the American Association of Nurserymen in a research program that will ultimately answer the questions now involved, directly and indirectly, in a better understanding of the nursery inspection problem relating to crown gall.

Respectfully submitted,

F. C. STEWART,

American Phytopathological Society, Geneva, N. Y.

M. J. DORSEY,

Scientific Horticulturist, Morgantown, W. Va.

I. E. MELHUS,

Botanist and Plant Pathology, Ames, Iowa.

HARRY F. DIETZ,

Entomologist, Indianapolis, Ind.

HENRY B. CHASE,

Nurseryman, Chase, Ala.

In the report of the United States Department of Agriculture for December 29th, on Weather, Crops and Market, a summary of the production of apples, peaches and pears for 1922 and 1923 are given. The totals are:

Apples, 1922	202,702,000 bushels
Apples, 1923	196,770,000 bushels
Peaches, 1922	55,852,000 bushels
Peaches, 1923	45,702,000 bushels
Pears, 1922	20,705,000 bushels
Pears, 1923	17,390,000 bushels

Mr. S. R. Moore, nurseryman, Zanesville, Ohio, sent in his renewal of the National Nurseryman on January 8, 1924, of which he has been a subscriber for several years. This was his birthday, being 84 years old. We wish him much happiness and many happy returns of the day.



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Apple Buds and Grafts

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In 2-3 and 3-4 Foot Grades, of the Following Varieties:

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Also Apple, Roses, Evergreens, Ornamental Shrubs

*Let Us Quote You Prices*

**SOUTHERN NURSERY CO.**  
WINCHESTER : : TENN.

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## CATALOGUES RECEIVED

- Schell's Quality Seeds  
Walter S. Schell Inc., 10th and Market Streets,  
Harrisburg, Pa.
- Paul's Scarlet Climber, Illustration in colors accompanying  
typed letter.  
Jackson & Perkins Company, Newark, N. Y.
- Typed List of Roses, giving quantity and prices.  
Verhalen Nursery Company, Scottsville, Texas.
- Berry Plant Sales Book.  
Baldwin-Whitten-Ackerman Nurseries,  
Bridgman, Michigan.
- Forest Nursery Company, McMinnville, Tenn.  
Forest and Shade Trees, Shrubs, Plants and Roses.
- Altamaha Nurseries, Ludowici, Ga.  
Rimes' Blight-proof Pineapple Pear.
- California Nursery Company, Niles, Calif.  
Ornamental and Fruit Trees and Trade Price List.
- Colorado Nursery Company, Loveland, Colorado.  
Tree Talks
- D. Hill Nursery Company, Dundee, Ill.  
Hill's Wholesale Trade List
- Shupe Nursery, Farmington, Ky.  
Illustrative Descriptive Catalogue
- Baldwin-Whitten-Ackerman Nurs., Bridgeman Mich.  
Berry Plant Sales Book
- Mount Arbor Nursery, Shenandoah, Iowa.  
Bulletin No. 1 and Winter Trade List
- Conard & Jones Co., West Grove, Pa.  
Conard Star Roses and Wholesale Trade List
- Huntsville Wholesale Nursery, Huntsville, Ala.  
Surplus List No. 1
- Springfield Nursery, Tippecanoe City, Ohio.  
Trees, Plants and Seeds that grow.
- Robert C. Young, Greensboro, N. C.  
Wholesale Trade List and Young's Dahlias, Peonies  
and Gladioli.
- J. C. Grossman, Wolcottville, Ind.  
Gladiolus Bulbs.
- Carr's Nursery, Yellow Springs, Ohio.  
Evergreens for Nursery Planting
- Alpha Nursery, Alpha, Ill.  
1924
- Bulletin No. 3, Jackson & Perkins, Newark, N. Y.
- Winter and Spring Trade Price List  
California Nursery Company, Niles, California.

### GROWING EVERGREEN CUTTINGS IN HOTBEDS DURING THE SUMMER MONTHS

*By H. H. Faber, Pontiac Nurseries, Pontiac, Michigan*

Evergreen cuttings may just as well be rooted during the summer months in hotbeds as in the greenhouse in the winter.

About July 1st, start to make your hotbeds, using fresh horse manure. Put on about six to eight inches sand on top of the manure and water well. Put on the sash and leave it for about one week. Now your hotbed is ready to receive your evergreen cuttings.

Use the same kind of wood as in the winter and trim the same way. Plant in the same manner as softwood cuttings, but be sure and have them packed well after they are planted. After the planting is done see that your sash are absolutely airtight.

From now on the main part is the spraying and shading of the cuttings. The best is to leave your shades up in the morning until the sash is nearly dry, then let down the shades and spray. On very hot days you might have to spray again little later. In the afternoon spray again

and raise your shades. This forms an intense heat and if your sash are air tight you will see that the water vaporizes at once and sets on your windows, as long as it does that there is no danger of burning them up.

We have had the following results: Thuyas 95%. Juniperus Pfitzeriana and Sabina 75%. The other 25% were calloused well and put back with the new cuttings, and are rooting now in the second year.

In the spring we plant the rooted cuttings out in frames under shades.

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Southern Laurel (Laurocerasus Caroliana) Seedlings,  
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with that  
Wonderful Root System

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28 Acres in Perennials

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We Grow Box-wood Edging in Large Quantity, Well Rooted. Bushy and Field Grown

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Elberta .....	2500	1500	31650	12500	9500
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J. H. Hale .....			200	500	100
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*Eastern Field Grown*

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Budded on Multiflora  
No. 1 Grade

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Also No. 1½ and No. 2 Grades

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*Special Prices on These Grades*

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June Buds, 2-3 ft., 18-24 in., and 12-18 in.  
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The New Hardy Hedge Privet

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It is of vigorous growth developing no constitutional weakness or susceptibility to blight or disease. It is upright in its habit with glossy round foliage and fills out even fuller at the bottom than does the California Privet.

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10,000 American Elms—11½"  
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2 ft. to 3 ft.

*Must Be Nursery Grown Stock*

This stock will be bought immediately, so please get your quotations in at your earliest convenience.

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Bushy, twice transplanted, 2-3 ft. 3-4 ft.

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leading  
growers ev-  
erywhere.*

The BOLENS is a motorized wheel hoe with an Arched Axle for clearance and a Tool Control for accurate guidance in close weeding and cultivating. A Differential Drive makes turning easy.

All attachments instantly interchangeable. A great labor saver.

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Also growers of open-field-grown budded and grafted Rose Bushes and other nursery stock.

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of the better class for the best class. Grown by experienced propagators long at the business. Get on our order book. You won't be sorry—Get next our trade list. Wholesale only. We want free seed and hardwood cuttings.

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Retinosporus Pisifera, Squarosa Veitchii Per 100 and per 1000

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Inspect Our Stock.

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**Small Fruit Plants**  
and LINING OUT STOCK

Our list quotes lowest prices.

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Blackberries	Hardwood Cuttings	Althea Seedling
Elderberries	Iris	Calycanthus Seedling
Currants	Mulberries	Hydrangean P. G. Layers
Gooseberries	Sage	Russian Olive Seedlings
	Horseradish	

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NEW CARLISLE - OHIO

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And Other Shade Trees in All Sizes

A Fine Lot of

### CALIFORNIA PRIVET

12-18 in. and 18-24 in.

And Hardy Shrubs of All Kinds

Also a Limited Supply of Fruit Trees and  
Small Fruit Plants

**T. B. WEST & SONS**  
Maple Bend Nursery Perry, Ohio

## CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks,  
Forest Tree Seedlings, Rose Stocks, Shrubs and  
Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

**JACKSON AND PERKINS COMPANY,**  
(Sole Agents)

NEWARK - NEW YORK

## Native Broad-leaved EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains, including: *Kalmias*,  
*Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*,  
*Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*,  
*Lonicera*, *Shortia*, *Iris*, *Lilium Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**  
Avery County North Carolina

### TREES

Largest assortment in New Eng  
land. Evergreens, deciduous trees,  
both common and rarer varieties.  
Sturdy, choice stock that can be  
depended upon. Send for catalog  
and special trade prices.

**The Bay State Nurseries**  
North Abington  
Mass.

### SHRUBS

This New England soil and cli  
mate produce fine sturdy shrubs.  
Special trade prices. By the thous  
ands, hardy Native and Hybrid Rho  
dodendrons—transplanted and accli  
mated. Send your lists let us est.



# Y E S

We Still Have a  
Large Stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Rhododendron Carolini-  
anum and Azalea  
Kaempferi.

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**FRAMINGHAM NURSERIES**

**Framingham, Mass.**

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

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WRITE FOR PARTICULARS

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**American Steel Band Co.,**

888 Progress Street,

PITTSBURGH, PA

# L. R. TAYLOR & SONS

TOPEKA - - - KANSAS

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*We Offer for Spring, 1924:*

Apple Trees (1 and 2-year)

Peach Trees

Cherry Trees

Plum Trees

Apple Seedlings

Apple Grafts

White Elm Trees, all sizes



TREES

SHRUBS

EVERGREENS

We are ready to quote prices on a very  
complete list of Ornamental Stock.

Stock grown wide apart is bushy and well  
rooted, especially suitable for wholesale or  
retail trade.

WRITE FOR PRICES

CATALOGUE NOW READY

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**THOMAS B. MEEHAN CO.**

WHOLESALE NURSEYMEN

DRESHER :: PENNA.





## Special Mid-Winter Offering of Selected "Harrison Grown" Trees

### PEACH TREES

Elberta	Champion
Hiley	Iron Mountain
Carman	Fox Seedling
Ray	Salway
Brackett	Slappey
Belle of Georgia	Bilyeu
White Heath Cling	Frances
Krummels	Weaver
Mamie Ross	
1 yr. 6 to 7 ft. $\frac{3}{4}$ inch caliper	
1 yr. 5 to 6 ft. 9-16 inch caliper	
1 yr. 5 to 6 ft. $\frac{1}{2}$ inch caliper	
1 yr. 3 to 4 ft. 7-16 inch caliper	
1 yr. 2 to 3 ft. 5-16 inch caliper	
1 yr. $1\frac{1}{2}$ to 2 ft.	

### APPLE TREES

Liveland Raspberry	Winesap
Yellow Transparent	York Imperial
Stayman's Winesap	Rome Beauty
Williams Early Red	Grimes Golden
Paragon (M. B. Twig)	
2 yr. budded 6 to 7 ft. $\frac{3}{4}$ inch caliper	
2 yr. budded 5 to 6 ft. $\frac{5}{8}$ inch caliper	
2 yr. budded 4 to 5 ft. $\frac{1}{2}$ inch caliper	

### One Year APPLE TREES

Grimes Golden	McIntosh
Transcendent	Delicious
Paragon (M. B. Twig)	Baldwin
Yellow Transparent	Gano
Williams Early Red	Ben Davis
Stayman Winesap	Rome Beauty
Liveland Raspberry	Winesap
York Imperial	Wealthy
Northwestern Greening	Hyslop
Rhode Island Greening	
Yellow Newtown (Albermarle Pippin)	
One year buds and grafts	
1 yr. 5 to 6 ft. $\frac{5}{8}$ inch caliper	
1 yr. 4 to 5 ft. $\frac{1}{2}$ inch caliper	
1-yr. 3 to 4 ft. 7-16 in. caliper	
1 yr. 2 to 3 ft. 5-16 inch caliper	
1 yr. $1\frac{1}{2}$ to 2 ft.	

### QUINCE TREES

Orange	Champion
2 yr. budded $4\frac{1}{2}$ ft. $\frac{5}{8}$ inch	
2 yr. budded $3\frac{1}{2}$ ft. $\frac{1}{2}$ inch	
2 yr. budded 3 ft. 7-16 inch	
2 yr. budded 2 ft. 5-16 inch	

### CHERRY TREES

#### SOUR—

English Morello	May Duke
Dyehouse	Early Richmond
Montmorency	
2 yr. budded $4\frac{1}{2}$ ft. up 11-16 in. cal.	
2 yr. budded $3\frac{1}{2}$ ft. up $\frac{1}{2}$ in. caliper	
2 yr. budded 4 ft. up 9-16 inch caliper	
2 yr. budded 3 ft. and up 7-16 in. cal.	
2 yr. budded 2 ft. and up 5-16 in. cal.	
1 yr. budded $3\frac{1}{2}$ ft. 9-16 in. cal. up	
1 yr. budded 3 ft. $\frac{1}{2}$ inch cal. and up	
1 yr. budded $2\frac{1}{2}$ ft. 7-16 in. cal. and up	
1 yr. budded 2 ft. 5-16 in. cal. and up	
1 yr. budded 1 ft.	

#### SWEET—

Black Tartarian	Windsor
Napoleon	Bing
Lambert	Gov. Wood
Schmidt's Bigarreau	Yellow Spanish
2 yr. budded 6 ft. and up 11-16 in. up	
2 yr. budded 5 ft. and up 9-16 in. up	
2 yr. budded 4 ft. and up $\frac{1}{2}$ inch up	
2 yr. budded 3 ft. and up 7-16 inch up	
2 yr. budded 2 ft. and up 5-16 inch up	
1 yr. budded 5 ft. 9-16 inch and up	
1 yr. budded 5 ft. $\frac{1}{2}$ inch	
1 yr. budded 3 ft. 7-16 inch	
1 yr. budded 2 ft. 5-16 inch	
1 yr. budded 1 ft.	

### PEAR TREES \* STANDARD

#### KIEFFER

3 yr. budded 7 to 8 ft. 1 in.  
3 yr. budded 6 to 7 ft.  $\frac{3}{4}$  in.

#### KIEFFER

Bartlett	Beurre De Anjou
Clapps Favorite	Seckel
Lawrence	Duchess
Beurre Bosc	Flemish Beauty

2 yr. budded 6 to 7 ft. 11-16 in.  
2 yr. budded 5 to 6 ft.  $\frac{5}{8}$  in.  
2 yr. budded 4 to 5 ft.  $\frac{1}{2}$  in.  
2 yr. budded 3 to 4 ft. 7-16 in.  
1 yr. budded 5 to 6 ft. 9-16 inch up  
1 yr. budded 4 to 5 ft.  $\frac{1}{2}$  inch up  
1 yr. budded 3 to 4 ft. 7-16 inch up  
1 yr. budded 2 to 3 ft. 5-16 inch up

### DWARF PEARS

Budded on Angers French Quince  
Seedling

Bartlett	Flemish Beauty
Duchess	Seckel
2 yr. budded 4 ft. $\frac{5}{8}$ inch up	
2 yr. budded 3 ft. $\frac{1}{2}$ inch	
2 yr. budded $2\frac{1}{2}$ ft. 7-16 inch	
2 yr. budded 2 ft. 5-16 inch	

### PLUM TREES

Budded on Myrobolan French Plum  
Seedling

Burbank	Imperial Gage
Lombard	Shropshire Damson
Red June	Bradshaw
Abundance	Reine Claude
German Prune	Yellow Egg
2 yr. budded 6 ft. 11-16 inch up	
2 yr. budded 5 ft. $\frac{5}{8}$ inch	
2 yr. budded 4 ft. $\frac{1}{2}$ inch	
2 yr. budded 3 ft. 7-16 inch	
2 yr. budded 2 ft. 5-16 inch	
1 yr. budded 6 ft. 11-16 inch	
1 yr. budded 5 ft. $\frac{5}{8}$ inch	
1 yr. budded 4 ft. $\frac{1}{2}$ inch	
1 yr. budded 3 ft. 7-16 inch	
1 yr. budded 2 ft. 5-16 inch	

### GRAPE VINES (Harrison Grown)

Grapes during the past few years have been exceedingly profitable and for that reason the demand for first class grape vines has exceeded the supply. Anticipating this demand we suggest early purchases on grapes.

Catawba	Moore's Early
Brighton	Niagara
Delaware	Concord

2 yr. and 1 yr. No. 1  
2 yr. and 1 yr. No. 2

### BLACKBERRIES

Early Harvest  
2 yr. No. 1  
2 yr. No. 2

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



MARCH 1924

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## STRAWBERRY PLANTS

*New Land Grown*

Our plantings consist largely of the new and old standard and everbearing varieties, and are all new land grown, free from disease, well rooted, healthy and TRUE TO NAME. Let us take care of your wants in Strawberry plants, shipping to you; or DIRECT to your customers using your tags. If you are not receiving our trade lists ask for a copy which prices other small fruit plants: Grape Vines, Asparagus roots, also fruit trees, California Privet, Barberry Thunbergii, Flowering Shrubs, etc.

## BUNTINGS' NURSERIES

G. E. Bunting & Sons, Proprietors

Selbyville : Delaware

## Mount Arbor Nurseries,

E. S. WELCH, PRES.

SHENANDOAH, IOWA.

### APPLE SEEDLINGS

Now is the time to place your orders for APPLE SEEDLINGS for winter grafting and next spring's plant for budding.

We have an exceptionally fine lot of strong, WELL MATURED seedlings. These seedlings were kept thoroughly SPRAYED throughout the growing season and were not dug until in November when well matured. THEY WILL PLEASE.

### JAPAN PEAR SEEDLINGS

In addition to the Serotina, the variety commonly grown, we have Ussuriensis and Calleryana, varieties more blight resistant.

### IMPORTED FRENCH SEEDLINGS

We still have Apple, Pear, Myrobolan and Manetti Rose Stocks to offer.

### GENERAL NURSERY STOCK

We have the largest and most complete line of general nursery stock in the United States.

WINTER TRADE LIST ready in December.

With our unsurpassed STORAGE FACILITIES, are able to make shipments all winter.

*Send Us Your Want List*

## STRIKE WHILE THE IRON IS HOT

Your sales will be larger, your business will be easier, and your profits sure if you have what you need when the spring rush comes.

It's up to you to look out for that, and there is no better place to look than

**OUR WHOLESALE BULLETINS**  
Read Them It Pays

A complete line of Nursery Stock, including French grown Fruit and Rose Stocks



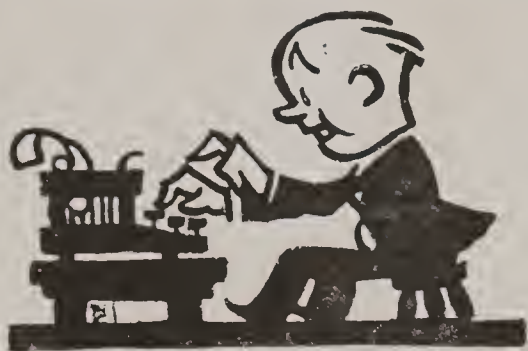
**C. R. BURR & COMPANY, Inc.**

GENERAL NURSERYMEN

MANCHESTER : CONN.

We Do Not Sell at Wholesale to Retail Buyers





**Order NOW!**

There will be no delay or disappointment if you send your order NOW for Jackson & Perkins dependable stock.

Business is the best in our history, and we're organized to give service and satisfaction.

*Send for Bulletin No. 6 Ready (March 8th) which gives our complete list of stock for immediate or later spring delivery-also special offers.*

**Jackson & Perkins Company**

WHOLESALE NURSEYMEN

Growers of "THE PREFERRED STOCK"

NEWARK NEW YORK

## French Fruit Stocks

Direct Imports From France

Pears, Apples, Mahalebs, Mazzard, Quince, Myrobolans, Manetti and Multiflora, etc.

Prices on all grades quoted for account of Vincent Lebreton's Nurseries, Angers, France, for December or February Shipment.

### LILY BULBS

LILY BULBS—Auratum, Rubrum, Album, Magnificum, Etc.

GLADIOLI and all other seasonable bulbs.

Write for wholesale trade list

### BAMBOO STAKES

Japanese Natural or Dyed Green. Domestic Natural, Chinese Tonkin Stakes

### RAFFIA

Red Star and Two Other Brands of Natural, Also Dyed in 20 Colors

Write for Prices on Trade Stationery, Specifically Stating Your Requirements

**McHutchison & Co.,** 95 Chambers St.  
New York City

## CHERRY TREES! CHERRY TREES!

ONE AND TWO YEARS OLD

THE BEST YOU EVER SAW

EXTRA HEAVY EXTRA TALL  
EXTRA WELL BRANCHED

*Write for Our Attractive Prices*

We also offer a general assortment of other stock including Standard and Dwarf Apple, Standard and Dwarf Pear, Plum, Plum on Peach, Quince and Peach.

**KELLY BROTHERS' NURSERIES**

DANSVILLE, N. Y.

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

==

THE

**North-Eastern Forestry Co.**

CHESHIRE

...Connecticut...



# "By their Fruits Ye shall know them"

Seventy  
Full  
Years  
Under  
Test

Above  
caption

has been much  
used—in fact we



are repeating a

theme often used in  
our own advertising.

You wholesale buyers





have come to know us as a  
dependable source of supply for

FRUIT TREES,  dependable

from start to finish—which means  
from healthy root to true-named fruit.

This reputation for dependability, coupled  
with conservative propagation, keeps our stocks  
fairly well out of "surplus" lists; yet we



can still—on the eve of the spring battle—go  
far in  filling up some sizeable want lists in all  
sorts of Fruit Trees and SMALL FRUITS. Forehanded  
buyers have already taken  heavy toll from our  
ORNAMENTAL blocks, both DECIDUOUS and EVER-  
GREEN. But—Lake County soil is rich, and our ambi-  
tion progressive,



the chances are we can take  
care of your needs. S. & H. ROSES: We never keep

them long—but the cupboard  is still

far from bare.  Large supply of



Hardy Perennial Plants.

All kinds of  
SEEDS.

In  
Buying  
Your  
Trees,  
Look  
to the  
Roots!

## THE STORRS & HARRISON CO.

NURSERYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES



## J. H. SKINNER & CO.

Topeka

Kansas

*We Offer*

Apple, Cherry, Peach, Plum  
and Kieffer Pear Trees

Apple Seedlings

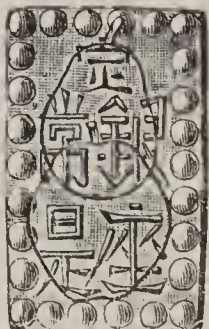
Japan Pear Seedlings

Forest Tree Seedlings:

Black Locust

Honey Locust

Catalpa Speciosa



Complete Surplus List  
of

FRUIT TREES  
SHRUBS  
ROSES  
and  
HEDGE PLANTS  
Now Ready

*Write For Your Copy*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,

HUNTSVILLE, ALA.

1872—1924

## Printing for Nurserymen

We do not have Plate-Books, "stock" Catalogues or Circulars or any "ready-made" printed matter on hand.

We do print Catalogues for Nurserymen and we make a specialty of color-printing. We carry out intelligently our clients' instructions. We are glad to cooperate with each catalogue-buyer and to help develop and express the idea that will advertise his nursery and sell his stock. That individuality is what makes the catalogue a salesman; nothing else can.

And when required, we edit or write, plan, build, illustrate and make the catalogue complete; we even address and mail.

The catalogue is a vital factor in making profits. It is not too early to think about next season's catalogue now.



THE DU BOIS PRESS

*Horticultural Color Printers*

ROCHESTER, NEW YORK



## SUGAR MAPLES

All Sizes From 1½" up to 4" Caliper

In Car Load Lots

*Beautiful Trees*

## NORWAY MAPLES

2 to 3" Caliper

In Car Load Lots

*Write for Prices*

ALSO TWO CAR LOADS OF  
MONTMORENCY AND EARLY RICHMOND CHERRY  
2 Yr. 11-16 and 5-8 Grade

*These Are Exceptionally Fine Trees*



C. M. Hobbs & Sons

BRIDGEPORT, INDIANA



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII.

HATBORO, PENNA., MARCH 1924

No. 3

## The Field for Market Development

It is a good thing to size up the field for market development, to measure, if only approximately, the potential possibilities.

The advertising men have all the data down in actual figures, and claim to know just what proportion of the population and so forth will buy the nurseryman's products, if they are properly stimulated and educated by an advertising campaign.

They will draw comparisons with other trades and quote what has been done in other lines, but still whatever may be each one's personal opinion, nurserymen refuse to act as a body on what is so confidently expressed by the advertising men.

Perhaps the nurseryman's intuitive conservatism is the result of the teachings of his business. This has taught him that most things develop slowly and in due time, and too much forcing fails to accomplish the results desired.

As nurserymen and plantmen we perhaps have a larger vision than even the advertising men, who of course are primarily after immediate business. The one big vital difference in comparing nursery stock with other kinds of merchandise is that the supply is limited by a time process; all the power in the world cannot produce a two-year-old tree in less than two years, and when it is ready for the market it either goes there or to the dump. So, the nurseryman likes to see the demand a little larger than the supply. A steady, increasing demand could be amply taken care of, but a sudden demand with short supply would be more apt to create a false boom if brought about by advertising processes. Our factories don't shut down easy.

The nurseryman's vision of the field is a big one. He sees every little town converted into a veritable Eden. The streets lined with choice trees, instead of anything that may be picked up out of the woods. He sees ugly board fences either covered with roses or other vines or removed and replaced with hedges, not all California privet hedges, but flowering hedges, evergreen ones and things that will add charm and variety. He sees enclosures surrounding the homes filled with choice plants,

indicating every home owner a connoisseur of plants and considering them as necessary to his standard of living as a well furnished home. He sees the fruit industry so highly developed that fruit in its many forms is a staple diet of the people.

He sees natural beauty take the place of utilitarian ugliness wherever possible. He sees all this and a lot more, but knows that such things, if they ever come, will be a development or a growth like his plants.

That the field for market development is unlimited is too obvious to be questioned. How to develop by a steady growth is the big problem, so that the nursery industry will keep pace.

There is always danger in being satisfied, but the nursery business may be congratulated on the fact that it is more concerned at the present in organizing, house cleaning and bringing the trade up to a high state of efficiency than worrying about its market.

It is to be hoped, however, next winter will see a little stronger organized effort through the various nurserymen's associations to interest the people in more beautiful surroundings.

There is one phase of market development that has only been lightly considered and that is community planting in the shape of organized effort through the Rotary Clubs or other influential bodies.

A traveller through the country passes through town after town, all alike from a horticultural point of view, nothing to distinguish one from the other.

Each has the same poor class of trees and the same monotonous planting.

How different it would be if the various communities could be taught and encouraged to plant those trees and plants in the majority that would be most suitable. Thus we would have towns famed for their roses, others for their lilacs, others for their crepe myrtles, others for their evergreens and so on.

Such a scheme would require a consulting committee of nurserymen working with the Rotary Clubs.

What Portland has done with roses is possible with any community with other kinds of plants.



## THE MISSOURI BOTANICAL GARDEN

The Missouri Botanical Garden popularly known as the Shaw Gardens, St. Louis, Missouri, has won for itself a very high rating among the botanical gardens of the world. It is not only doing splendid work in horticultural research and education, but is having an immense influence in popularising plants and encouraging the interest in them.

It deserves the active interest and help of the nursery and florist trades all over the country as it is by no means local in its activities.

It is gratifying to note that according to the 35th Annual report of the Director published in the Garden Bulletin, the management is pursuing a progressive and constructive policy that will insure perpetuation of the gardens efficiency and value to the horticultural world.

### OUT-OF-TOWN ADDITION TO THE GARDEN

The history of other botanical gardens established within city limits has been that eventually they have been compelled to move to other localities, either because of the difficulty of properly growing plants in a city atmosphere or in order to obtain additional room for expansion. For years it has been recognized that it is not possible to grow to perfection many trees and plants at the Garden, this difficulty being experienced in the greenhouses as well as outdoor, and it was felt that there was no other alternative than to abandon the present location. On the other hand, the necessity for giving up the present accessible location seemed to be unfortunate. By far the greater number of visitors to the Garden come by street-car or on foot. Actual counts made on Sunday afternoons when 10,000 or more people were at the Garden showed that not more than 15 per cent came by automobile. To move the Garden outside the city to a distance sufficient to insure its favorable location for the next fifty or one hundred years would at once greatly reduce its influence as a recreational and educational institution. The visits of schools and similar groups in a body would be practically eliminated. To abandon the present location of the Garden would likewise involve the moving of the library, herbarium, and laboratory, as well as the two schools maintained at the Garden. With many commercial and educational institutions of the city dependent upon these branches of the Garden for assistance and advice, it would seem unfortunate to make them so much less accessible than they now are. We were thus faced with the absolute necessity of finding a more favorable location for the growing of the material used at the Garden, coupled with the very great desirability of maintaining the efficiency of the Garden by keeping it within the reach of the public, two horns of a dilemma which appear to be irreconcilable. After careful consideration the solution of this problem seems to be to leave undisturbed, at least for the present, the buildings and grounds of the present location, together with its scientific and educational features, but to maintain it as a show place, much as it has been in the past, and to acquire land outside of St. Louis where much of the indoor floral display material and the plants and trees to be used outside can be grown; in other words, to regard the present improved portion of the Garden as the city showroom and to have the factory away from the poisonous atmospheric conditions of the city where the best possible results can be produced. The primary object of securing land at a considerable distance from the city would be for the purpose above indicated, but steps would be taken at once to develop a real arboretum, and there should also be secured a considerable area of natural forest with its undergrowth, which could be preserved for all time as a reservation. It should also be borne in mind that many years hence this location would probably be the new botanical garden.

Since the funds of the Garden did not permit of any additional investment for Garden purposes, the only possible way by which this plan could be consummated was to dispose of the unimproved pastureland lying west of the existing garden. This would involve no decrease in the area which has always been open to the public, and the Board of Trustees, after carefully considering all of the factors involved, voted to adopt the plan. Authorization from the court being necessary in order to sell the land above referred to, the preliminary papers were filed and two hearings were held before Judge Davis of the Circuit Court. The Attorney General of

the State, protecting the interests of the people, was represented by counsel on both occasions. On the first of March, 1923, the court did

"Adjudge and decree that the tract of ground immediately west of Shaw's Garden proper, bounded on the west by Kings-highway, on the northwest by Vandeventer Avenue, on the north by Shaw Avenue, on the east and southeast by land now occupied by Shaw's Garden, including the arboretum, and on the south by Shenandoah Avenue, containing fifty acres, more or less, be sold and aliened in fee, free from any of the conditions and restrictions contained in the will of Henry Shaw and that such sale be made by the Trustees or their successors or a majority of them, either at public or private sale, on such terms and conditions as such trustees may deem advisable, and that the proceeds of said sale be expended for the use and benefit of said trust, including the purchase of such additional tracts of ground away from the atmospheric influences of the city sufficiently far to successfully carry out the objects of said trust in the propagation and growing of plants, shrubs, flowers, etc., as set out in the will of Henry Shaw, deceased, including the erection of necessary equipment and improvements thereon, and that the balance of the proceeds be invested as set forth in the third paragraph of the original decree herein."

This, with other provisions of the decree, has made it possible to legally dispose of the area in question, and immediately plans were made for subdividing and improving the land and placing it upon the market. The improvements are progressing as rapidly as possible and already sufficient sales have been made to insure the success of the project.

This move, which preserves the existing garden in its present location for a much longer period than would otherwise have been possible and yet permits the Board to acquire a large tract of land beyond the city for the purposes indicated, should be regarded as one of the most fundamental improvements undertaken since the trust was bequeathed to the Trustees by Henry Shaw. Only those who have given the entire scheme careful consideration can appreciate what it means to the Missouri Botanical Garden and to the citizens of St. Louis. As soon as the new location is secured and the various nurseries and greenhouse collections established, immediate improvement may be expected in the general appearance of the Garden as well as in the character of the floral displays, both indoors and out. That the proposed change has met with the universal approval of all those who understand what is involved is evidenced by the favorable expressions of opinion received from all quarters, including resolutions indorsing the contemplated change and wishing the Garden every success in the new venture from the St. Louis Association of Gardeners, the St. Louis Florist Club, and similar organizations. It is not too much to say that a crisis in the administration of the Garden has been successfully passed and that within a comparatively few years the citizens of St. Louis will have even greater cause to be proud of the institution so beneficently placed at their disposal by Henry Shaw.

### INCREASED INTEREST IN AND APPRECIATION OF THE GARDEN

The number of visitors to the Garden, now over three times that of a decade ago, is but one evidence of the important position which that institution holds in the community and in the country. To a greater extent than ever before the Missouri Botanical Garden is recognized as a source of information along botanical lines, and the increase in the requests from commercial concerns, educational and scientific institutions, as well as private individuals from all over the country, has more than kept pace with the increase in attendance. The way in which the Garden is called upon to furnish information from either its library, herbarium, laboratories, or garden staff, on every conceivable aspect of plants or their products, is a constant source of wonder. While this might be expected from the citizens of St. Louis, the greater number of requests come from individuals and concerns so far away that one is surprised that they ever heard of the Missouri Botanical Garden. Of course, the publications of the Garden are widely distributed, the ANNALS going to practically every botanical institution in the world and the BULLETIN reaching a vast number of plant lovers in this country. A recent letter from the director of a foreign botanical garden states: "We get the publications from your garden regularly and find many exceedingly able and useful monographs and articles therein. In fact, we constantly refer to them in our every-day work." And the head of a French scientific society writes: "We have just received the recent number of your Annals. This interesting publication, which we greatly appreciate, is a welcome addition to our library, where it holds one of the best places, as it justly



should." The inclusion of our flower shows in the national and international circuits of several moving-picture concerns has likewise done much to inform the world of some of the activities at the Garden, and within the last year or two the radio has likewise been a factor in disseminating information from the Garden. Practically all of the conventions which come to St. Louis devote a part of their program to a visit to the Garden, and this likewise assists in acquainting people away from St. Louis with the institution. During the past year two interviews were published in a local paper, one from a man from Spain, the other from North Dakota, and if all visitors are impressed in the same way it is easy to understand why the Missouri Botanical Garden commands the position it does.

"The Missouri Botanical Garden has left the deepest impression on my wife and myself. I have never seen such a perfect collection of botanical specimens anywhere else. The obvious intelligence of the care given to these flowers and plants speaks well for the vision of whomever founded the Garden." (Barcelona, Spain.)

"The beauty of arrangement and the many wonderful flowers found at Shaw's Garden make it the most striking in the world." (Bismarck, North Dakota.)

The question is often asked how the Missouri Botanical Garden ranks in comparison with similar institutions throughout the world. Because of the unique character of the Garden, it being neither a part of a park system nor connected directly with an institution of learning, it is difficult to make any just comparison. Until the out-of-town garden is established, the area is considerably smaller than some other botanical gardens; but in its appeal to the casual visitor as well as to the student of plants, it possesses certain features not to be duplicated elsewhere. It is obviously impossible to compare a garden located in the middle west of North America with a similar institution to be found in the tropics, and yet it is only fair to say that considering the limitations imposed by climate as well as the restricted income (much less than that available for many other gardens) it is the greatest of its kind in the world. As was pointed out at length in my report for 1921, the only source of income for the Garden is from the estate of Mr. Shaw. With similar institutions receiving increasing amounts each year from the city or the state or the nation, to which are frequently added private gifts of large amounts, it will easily be seen how difficult it is to maintain the high standard set by Mr. Shaw in Competition with other gardens. This is further complicated by the fact that the Garden pays taxes on all its revenue-producing property and is still deprived, as it has been for the past thirty-five years, of any revenue from the two-hundred-foot strip which Mr. Shaw expected would considerably augment the Garden's revenue.

#### THE SCHOOL FOR GARDENING

As definitely provided for in Mr. Shaw's will, instruction is given at the Garden to regularly enrolled pupils in subjects calculated to give them a wide knowledge of plants. General floriculture and horticulture, together with such special topics as plant breeding, diseases of plants, soils and fertilizers, entomology, etc., are well taken care of, and landscape architecture, from mechanical and free-hand drawing to the principles of landscape design, is offered. In addition to the formal courses, all the facilities of the Garden are placed at the disposal of pupils in a way calculated to give them practical experience in the propagation and care of a great variety of plants both outdoors and in the greenhouses. When satisfactorily completed, a three years' course at the Garden is recognized as fitting students to an unusual degree for a variety of professional work along landscape and gardening lines. During the past year the enrollment, including vocational students, has been eighteen, a number larger than in any previous year and more than we properly are prepared to take care of. Four vocational students completed their training during the year and are now holding good positions. In the regular course Miss Edith Mason and Miss Katherine Perkins have continued the work begun a year ago, and Mr. Joseph Crupe and Miss Ruth Dowell have been admitted to advanced standing. Mr. H. E. White, Miss Fern Goss, and Mr. Joseph Grimme were enrolled for the regular three years' course. The high standard of the school is evidenced by the fact that all of these students have successfully fulfilled the entrance requirements of Washington University, four having had previous college work and one having obtained the master's degree in botany. The remaining students, assigned to the Garden by the United States Veterans' Bureau, have had varying amounts of schooling, but all have made a satisfactory record. It is universally recognized that the training in gardening given to the vocational men by the Missouri Botanical Garden is the best of the kind offered in this country.

#### RESEARCH AND INSTRUCTION

During the year 1923 the experimental or laboratory investigations have been most varied in type. Studies along the line of metabolism of the fungi have continued to receive much attention, especially in the direction of nitrogen metabolism and the relation of pathogenic citrus-inhabiting forms to citric and other organic acids. The location of a "Sulphur Fellowship" with the graduate laboratory by the Crop Protection Institute has resulted in an extremely interesting investigation of the nature of the toxic compound in the sulphur-containing sprays and dusts. The problem seems to have been solved by the determination that this compound is pentathionic acid, and that it is a product related to a state of division of the sulphur particles. On this account colloidal sulphur preparations have been given the greater consideration. During the latter part of the year field experiments have been designed (located primarily at Geneva, New York) by the Institute to determine the application of the principles to field work. Other graduate students have pursued studies dealing with the etiology and physiology of a few fungous diseases. The mosaic disease of tobacco has occupied much of the attention of some members of the staff, and further interesting data have been secured bearing upon the nature of the infective agencies in this enormously destructive disease. At the same time investigations have been instituted to determine the possibility of studying the life cycles of bacteria by means of ultra-filtration, thus applying some principles deduced in the case of the mosaic disease to a study of the life history of the bacteria in general. Finally, the pigmentation of fruits, a study begun during the previous year, has been brought to conclusion.

For the first semester of 1923-24 there have been offered the usual research courses, the seminar, and three lecture laboratory courses, somewhat more than the average number, but during the second semester the number will be reduced to not more than two.



#### CONVENTION OF THE AMERICAN ASSOCIATION OF NURSERYMEN, ATLANTIC CITY, N. J.,

JUNE 25-26-27, 1924

Headquarters at the Ritz-Carlton Hotel, on the ten-mile boardwalk, facing the ocean; over 700 rooms, all have bath with salt water direct from the ocean if wanted; every room furnished alike, only difference is location and outlook.

There will be sent a booklet to every member, describing the hotel, etc. Also a road map for those who will come by auto, and by the way of the best roads in the world, as that is what Jersey is noted for. Sixty miles of continuous concrete road from Philadelphia, no dirt or dust, and many beautiful rides around Atlantic City and neighboring resorts.

If you look the rates over, you will find it less than the last few years, especially when you double up for \$2.00 each additional person in any room in the house. Some of our members, especially if they bring the family with them, may want a place to stop that is less expensive. If so, write me and it will be confidential. I will get you a place, clean, respectable and comfortable, for as low as \$3.50 a day, including meals.

This is the best hotel we have ever had and the convention will be the best, biggest or bust.

WM. F. MILLER,

*Chairman Arrangement Committee.*

Gloucester City, N. J.

Tuesday, June 24, 1924, the day before the convention, we have arranged a trip by special train, to Seabrooks Farms, over 3500 acres of the largest irrigated farm in the world; also Koster's and Jackson & Perkins



N. J. nurseries. Arrange to come early and take this trip in as it will be a sight well worth your while. Lots more news later.



### THE ROADSIDE MARKET

It has been the history of many inventions and new ideas that they have exerted a profound influence along lines that were least expected. We all know how the automobile has changed our way of living, yet it is very doubtful if we are fully alive to the opportunities the changed conditions present.

Shipping and deliveries were always the one big absorbing problem for the nurseryman, especially those who did a retail business. The nurseryman's ability to deliver greatly influenced the amount of business he did. The planting season is so brief.

The automobile greatly enlarged his capacity in this respect, but he is still at a disadvantage when compared with the store keeper who does a counter trade.

The automobile has so changed conditions that it has made possible the development of a counter trade if the nurseryman will lay himself out to enter to it.

The essentials are local advertising, quick service, and a discount allowance to those who carry away their purchases.

Some nurseries located near cities already do much of this kind of trade, but it is capable of development to a much larger extent.

Unless the nurserymen prepare for it, customers at the nurseries are apt to be time wasters and so unprofitable.

The application of store salesmanship is required to have everything attractive, and convenient, goods ready packed when possible, or at least everything ready for tying up.

Many plants such as evergreens in popular sizes could be dug with ball and burlapped, assembled and priced, others with moss tied around their roots or heeled, ready to hand to the customer with the least loss of time. Making it easy to buy is really one of the first principles of success in merchandising.

Perhaps the nursery of the future will have open sheds along the much travelled highways with their goods on display during the planting season.

The farmer and fruit grower are already beginning to offer and dispose of their goods in this way and it would seem as if the roadside market had great possibilities for the nurseryman.

The highways of today are recognized as fine advertising locations as evidenced by the signs that are becoming so numerous as to shut out views of the country. They will suggest themselves as equally profitable for the nurseryman's store.



### BOTANY FOR BEGINNERS

"This plant," said the caretaker, whose hobby was botany, "belongs to the begonia family." "I see," said the lady who was looking over the flat. "How kind of you to look after it while they're away."

### THE CRAMPTON BILL

There is a bill H. R. 760, known as the Crampton Bill, before the House of Representatives and if it is passed will be a severe blow to the Nursery trade.

If this Bill becomes Law it will be unlawful to sell and ship a plant interstate, which does not bear upon it a tag bearing its accepted correct name, name of person who grew it and where.

To the casual reader this bill is harmless and is ostensibly meant to protect the innocent person from the unscrupulous nurserymen, as such its object is worthy but the practical working out would be something entirely different, not only to the nurserymen but to the would be planter and the country at large. The very proposal of such a law places the nursery business with the Rum Industry, a business that should be legislated out of existence.

As nurserymen we resent being put in that class. If the majority of nurserymen were crooks such a law perhaps would be necessary but the reverse is true and the Bill would entail untold hardship on them. Laws that constrict and repress a business that is among the few which develop the resources of the country and add to human happiness are not good ones.

If the author of the bill would have taken the trouble to have spent a few days in a large nursery establishment during the shipping season and become familiar with the subject he could readily have seen how unnecessary such a law would be and how impractical, of carrying out, would be its provisions.

It would put every honest nurseryman in a criminal class and liable to a fine of \$200.00 or imprisonment of six months. It would add tremendously to the cost of nursery stock, which is already thought to be high enough by the consumer. It would demoralize, if not actually ruin a large industry that has been built up by honesty, integrity and hard work with the futile object of trying to prevent an occasional crook of misbranding his goods. It would make every plant grower liable to a law suit whether innocent or guilty owing to the chaos in nomenclature that now exists and upon which even experts do not agree.

Nurserymen have just taken the initiative of standardizing plant names, which will do more than a dozen Crampton Bills in insuring correct nomenclature, which of itself is evidence of the needlessness of such a law.

There is no one more anxious for correct names and integrity of their goods than the nurserymen and no one more anxious that the purchaser should get full value and results from his purchases than the nurseryman. Upon such conditions is the business built. Who may grow the plant and where it is grown is information of little value to the purchaser and is generally available when asked for but to make it a misdemeanor to not attach it to the plant is an unnecessary hardship.

It would be equally justifiable to cause every store keeper to state the origin and source of all his goods. Few nurseries can possibly grow all they sell, crops fail, items become short for many reasons and unless he has the same privilege of trading as other merchants he is militated against and his business is classified with



## TO THE TRADE ONLY

We Grow and Sell a General Assortment of  
Nursery Stock. Strong on

**Apple, Pear, Cherry, Plum and Prune  
Fruit Tree Seedlings, Small Fruit Plants  
and Portland Roses**

*Advance Price List Now Ready. If You Do Not  
Have It, Write and It Will Be Mailed Promptly.*

Remember, We Are

***Headquarters for Nursery Supplies***

**Portland Wholesale Nursery Co.**

971 SANDY BOULEVARD

**PORTLAND : : OREGON**

## A Complete Assortment of NURSERY STOCK

Apple, Peach, Pear, Plum  
Cherry and Quince  
Small Fruits  
Ornamental Trees Shrubs  
Evergreens  
Paeonies Perennials  
Roses

**W. & T. SMITH COMPANY**

Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

## Princeton Products are Ornamental



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**

Princeton in New Jersey

March 1924

## NURSERY SPADES

EXTRA LONG STRAPS

and

REINFORCED AT  
BEND OF HANDLE

also where

STRAP IS WELDED  
TO BLADE

*Made in Either Square  
or Round Point*



**T. ROWLAND'S SONS, INC.**

Cheltenham -:- Penna.



those of a criminal nature that require stringent laws and regulations to keep them in check.



## AMERICAN ASSOCIATION OF NURSERYMEN

February 5, 1924.

To Members of the A. A. of N.;

Subject: Should nurserymen consider the distribution of their products when making up their schedule of stock for foundation planting, or after the goods are fully developed and ready for market?

The production of goods for distribution or sale is the fundamental basis of the industrial system. The success of our business grows out of the demand for what we produce to satisfy human needs. At present nurserymen are considering what and how much to plant. No other one thing in our business requires so much careful thought and deliberate consideration. We have only to retrospect in order to form some very good ideas for the future.

Do you consider in making up your planting list the fact that propagating and developing more nursery stock than the planters demand is an economic waste? You employ labor, utilize fertile land, which would produce food for the people of the world. Nurserymen should consider in making up their planting schedules the demand of their own respective customers, or rather, what outlet they will have for their products when developed and ready for market.

Do we sometimes plant without careful thought and consideration just because we can secure foundation stock in quantity? By following this method you will, without doubt, have a huge bonfire when your product is ready for distribution; thus your economic waste is caused by over-production or misjudgment in estimating the requirements of the planters. We should produce sufficient nursery stock to supply planters with their requirements at a price reasonable in consideration of the present cost of producing and distributing our products. The nurserymen, however, should not produce a large surplus over and above reasonable demands. If we will only give due and deliberate consideration to what our outlet will be when our goods are ready for the market, we will be able to supply the demands of our customers, and at the same time receive a fair and just return for our efforts.

Respectfully yours,

W. G. McKAY, *Chairman.*

Committee on Distribution.

February 2, 1924.

Members of the A. A. of N., Gentlemen:

This will be of interest to those of you that are expecting shipments of root stocks, or plants this spring. The requirement that the roots of such plants shall be washed, or cleaned free from dirt is very clearly set forth in the regulation of the Federal Horticultural Board. European shippers, especially French shippers, have been careless this spring, and many cases of plants

have come into New York bearing a considerable quantity of soil about the roots.

Government inspectors delayed these shipments at the port of entry, while the F. H. B. was consulting with your Legislative Committee. From samples of plants submitted to your committee, it would appear as if the Government regulations had not been complied with, because there was a good deal of dirt remaining on the roots.

The Government could reject these shipments, and send them back to France. The alternative was to clean the shipments at the importer's expense. The chairman of your Legislative Committee sought a hearing with the F. H. B., and had present with him, Mr. Charles Perkins, Mr. Louis Bobbink and Mr. James Clark, of Dreer's; also Paul Stark. The situation was discussed, and for a time it looked as if the F. H. B. would require that all the roots be washed. We were, however, able to dissuade them from this, and agreed to the fumigation of the cases in such a way that they would not even have to be completely unpacked. This fumigation will be done at the importer's expense. Is is the only way that the stock can be gotten in at this time.

I know that there are members of our association who will say that your committee should not have consented even to fumigation, that the whole situation is one in which the F. H. B. was seeking to restrain importations, and in other ways we will be subject to criticism. Under all the circumstances, the arrangement made seemed to us, at least, to be the best possible to get shipments now on the docks of New York quickly through to destination.

There appears to be no reason why shippers should not clean their plants better before packing them. Also there is no reason why they should use packing material that is liable to carry infestations to the United States. It is suggested, therefore, that the cost of this fumigation be deducted from the price of the stocks, or plants imported, and in this way it is felt that the necessity of offering plants free from soil about their roots will very soon be impressed upon the shipper in Europe.

This year we were able to save the situation, but if each nurseryman importing stock does not impress upon his shipper that the plants must be freed from soil about their roots, then the F. H. B. will issue an order that requires the washing of the roots, and this is something that nurserymen very generally have objected to.

In conclusion, I hope that you will be satisfied with the work of the committee in the emergency that existed, and that you will impress upon anyone from whom you import plants the necessity that they free them absolutely from soil before packing, and also that they are packing material that is not capable of carrying in pests.

Very respectfully,

J. EDWARD MOON, *Chairman.*

Legislative Committee.



THEY HAD 'EM

"What have you in the shape of cucumbers this morning?" asked the lady customer of the new grocery clerk.

"Nothing but bananas, mam," was the reply.



## WE HAVE A GOOD SURPLUS

*Of the Following:*

**APPLES, 2 year Buds**

**PEACHES**

**CALIFORNIA PRIVET, 2 year.**

18-24 in. 12-18 in.

Can Offer These Two Grades in  
Carload Lots

Also Have a Limited Quantity  
of 2-3 Ft.

**JAPAN WALNUTS, SHRUBS, Etc.**

*Send Us Your Want List*

We are in the market for **EVERGREENS**, 2  
ft. and up; also lining out stock of all kinds.

**FRANKLIN DAVIS NURSERIES**  
INCORPORATED

629-631 N. Howard St. Baltimore, Md.

## SPECIAL SURPLUS LIST

*JUST . OUT*

*Offers:*

15,000 Fruit Trees  
190,000 Small Fruits—Grapes, Currants, etc.  
23,000 Shade Trees  
15,000 Evergreens (Large Assortment)  
58,000 Shrubs (Good Assortment)  
60,000 Privet  
12,000 Vines (Including 3000 Dutch Pipe)  
12,500 Roses  
130,000 Perennials

### LINING OUT STOCK

12,000 Currants  
50,000 Grapes  
65,000 Evergreens  
110,000 Shrubs  
18,500 Evergreen Shrubs  
20 000 Vines

Write for **TRADE** and **SPECIAL LIST**, if Not Received

**THE COLE NURSERY CO.**

Painesville, - - - Ohio.

## WHY WAIT LONGER

To buy. Every day lost means a smaller list to choose from.

**BULLETIN NO. 3** *With Grade Count*

Will show you a very complete assortment. Will be mailed March 1.

**WE WANT YOU TO HAVE ONE**

Write or wire if you do not receive it promptly. Your want list will have our careful attention.

**WE ARE READY**

To Ship Quickly

Try Us

**IF YOU WANT INFORMATION**

Regarding Our Stock

Write Us

**SHENANDOAH NURSERIES**  
SHENANDOAH :: IOWA

A. F. LAKE, Pres.

C. B. LAKE, Vice-Pres.

R. S. LAKE, Sec'y-Treas.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

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The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds. It circulates throughout the United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....	\$1.50
Foreign Subscriptions, in advance .....	\$2.00
Six Months .....	\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Easton, Md., and should be mailed to arrive not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., March 1924

**OVER-PRODUCTION** From every source come reports that indicate good business, good prices and naturally increased plantings and expansion in the nursery trade. Every nurseryman knows that sooner or later production will reach a point where it will be in excess of consumption and then competition will become keener and prices will begin to break.

The unfortunate part about it is no one knows just when this is going to happen. It may be not for several years. There has been, and is still going on, a tremendous lot of home building. The standard of living is constantly rising, which will call for a greater consumption of nursery stock and the fruit products, etc., that come from it. This might possibly make it a long time before a saturation point is reached that would tend to break prices.

What a fine thing it would be if the trade, as a whole, only knew just at what point to call halt in production and act upon it.

Stock reports of the various associations will be of some value in indicating quantities that are becoming available, these should be extended in every way possible, even to showing what was in the process of being propagated in various parts of the country. But even this, of itself, would not be sufficient as one man's guess is usually as good as another, as to about when there is enough.

It is, however, a part of ordinary business sense to keep a weather eye open for the first indication that stock is becoming in excess of the demand.

W. G. McKay, chairman of the Committee on Distribution of the American Association of Nurserymen, has addressed a letter on the subject to all members of the association which we publish on a separate page. This should be read and considered by every nurseryman in the country, whether he be a member or not, because sooner or later over-production will affect his own par-

ticular business where he is most vulnerable, namely in the prices he will be able to get for his plants.

**STANDARDIZED PLANT NAMES** Standardized Plant Names is now an accomplished fact and one which will sooner or later make itself felt in every nursery. It is a wise thing to take advantage of this wonderful work and bring all the names on the nursery in harmony with it.

Just how to begin is somewhat of a problem and each nursery will have to solve its own. It is not an easy matter to change even a few names in a nursery. It is likely to create very much confusion unless done in a systematic and orderly way. The first thought suggests revising the names as they appear in the inventory or lists, from which the catalog is prepared. But this would be useless unless the names in the field are promptly made to harmonize and it would hardly fail to cause confusion when digging and filling orders.

The most logical way seems to be to start in the nursery, then when inventory is taken they will appear in the office records correct and then change will cause the least possible confusion. With this decision in mind the writer started in to check over the names of the various plants growing in some of the blocks in the nursery, selecting those blocks in which young stuff is predominant. Or in other words stock that is to be lined out and grown along before being ready for the market. This, of course, included seed beds and propagating frames. Checking up these blocks proved that the average nursery will have to do it pretty thoroughly if they wish to adopt the Standardized Plant Names. While perhaps there is only a certain percentage that have been changed there is just enough to necessitate checking every name. This will be found to be especially true with the evergreens. The reclassification of *Abies* and *Picea* has entirely changed the names of this group of plants. They are quite distinct from what the average nurseryman is accustomed. Then the name *Retinispora* has been entirely eliminated, except as a common name, and a *Chamaecyparis* used in its place.

There are just enough of shrubs changed to necessitate careful checking, even with such well known kinds as *Cercis japonica*, *Calycanthus laevigatus*, *Ampelopsis veitchii*.

And so it goes all through the list, just enough changes to make careful checking necessary if you want to be right up to date.

One can not help but recognize the really splendid work that was done by the authors of this catalog of plant names. There are few who use it who will not perhaps feel some resentment or annoyance at having certain changes made, but after all it needed arbitrary action when there was so much chaos.

It really works wonderfully simple, the names are so readily found and so easily understood. There is perhaps one exception to this statement and that is in the case of horticultural varieties, which are sometimes difficult to locate. For instance, if the nurseryman wishes to find *Retinispora leptoclada*, with the idea of bringing that plant amount Standardized Plant Names, there is no finding list to enable him to locate it. He is immedi-





## SPHAGNUM MOSS

Clean Eastern Gathered. Superior to Western Stock—Burlaped

1 Bale \$2.50—10 Bales \$22.50  
Special Price on Car Lots

Sheet Moss .....	per bag	\$ 2.50
Hanging Baskets .....	6 in., per 100	12.00
New Style .....	8 in., per 100	15.00
	10 in., per 100	20.00
	12 in., per 100	25.00
	14 in., per 100	30.00
Extra heavy greenhouse baskets ...	14 in., per 100	45.00

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## The Best Tree Digger on Earth



Used and Recommended by Leading Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
**LOUISIANA, MO.**

## NORTHERN VARIETIES

Apple, Currant, Gooseberry, Blackberry, Raspberry (transplants and Sucker plants). Lining out stock from green wood cuttings, vines, Yucca and Phlox.

### Evergreens By the Million

Arbor Vitae—American	Irish Juniper
Arbor Vitae—Compacta	Jack Pine
Arbor Vitae—Douglas Golden	Juniper Savina
Arbor Vitae—Globosa	Juniper Tamariscifolia
Arbor Vitae—Hoveys Golden	Norway Spruce
Arbor Vitae—Pyramidalis	Pinus Mugho
Arbor Vitae—Siberian	Pinus Flexilis
Arbor Vitae—Tom Thumb	Pinus Ponderosa
Arbor Vitae—Orientalis	Norway Pine
Arbor Vitae—Geo. Peabody	Pitch Pine
Austrian Pine	Pinus Densiflora
Balsam Fir	Red Cedar
Biota Orientalis	Red Spruce
Black Hills Spruce	Retinispora (2 varieties)
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A Fine Stock of Large size Shade Trees

Especially Attractive Prices on Large Orders

**SHERMAN NURSERY CO.**

**Charles City : Iowa**

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PRINCESS ANNE, MD.

Members of American Association of Nurserymen

### Surplus List of Apple

One and Two Year Old

We offer to the Trade:

Stronge, sturdy, bright, clean stock grown on land never tree'd before, and should please the most exacting. Shipment anytime from the 20th of February to the 1st of April. All grading and packing done in accordance with the rules of the American Association of Nurserymen.

#### LIST OF VARIETIES

2 yr. old 11-16 and up, 5 ft. and up

Delicious	M. W. Twlg
Tolman's Sweet	Wealthy
Stayman's	Gano
Rome Beauty	Maidens Blush
Liveland Raspberry	M. O. Pippin
Duchess	B. Ben Davis
York Imperial	Winesap
Ben Davis	Chenango Strawberry
McIntosh Red	Wolf River
Arkansas Black	Red Astrican
King David	E. Harvest
Jonathan	Baldwin
N. W. Greening	Winter Banana

1 yr. old grading, 2 to 3½ ft. and 3½ ft. and up

Smokehouse	Grimes Golden
Maidens Blush	Staymans Winesap
McIntosh Red	M. B. Twig
Gano	Yellow Transparent
Delicious	Duchess
Winesap	N. W. Greening
York Imperial	Rome Beauty

We Invite Correspondence and Solicit Your Patronage, Our Trees Are Grown to Please



ately referred to a list of horticultural varieties, which are listed under common names and perhaps the search fails to reveal the plant he is after.

But these occasions are only few and are nothing when compared with the convenience and satisfaction of having standardized names that insure uniformity in the various nurseries all over the country.



### LOOK OUT FOR HIM

About January 15, a middle-aged man cashed some small checks at Sherman, Texas, which were drawn on the Rockford National Bank, Rockford, Illinois, signed by the Pioneer Nursery Co., "Members National Nurserymen's Association," J. B. Russell, treasurer, and payable to C. A. Hart for commission on sale No. 52035, amount \$4.82.

About the same time this party cashed several checks drawn on the Commercial Trust & Savings Bank, Springfield, Illinois, and these were stamped with a rubber stamp, "Pioneer Nursery Co., by James A. Simmons, Treasurer."

There is no Pioneer Nursery Company at Rockford, Illinois, nor is there one at Springfield, Illinois, and all checks mentioned above came back marked "No Funds." We believe this to be a clever forger and will appreciate very much if you will mention it in the columns of your paper so party may be apprehended, if possible.



### HOME-MADE LIME-SULFUR

Easily Prepared at One-half Cost of Commercial Product

With San Jose scale again attracting attention as a serious pest of New York orchards, many fruit growers are planning to make the so-called delayed dormant application of lime-sulfur this spring just as the buds begin to swell. This spray is prepared by adding 1 part of concentrated lime-sulfur to 8 parts of water, and in addition to controlling scale it serves as an effective fungicide as well. Spray specialists at the New York State Agricultural Experiment Station at Geneva are advising the free use of this spray to combat scale and also state that fruit growers can make their own lime-sulfur during the winter months for about one-half what the commercial product costs.

Home-made concentrated lime-sulfur is prepared by mixing about 40 pounds of lime in a container with a little water to start the lime to slake. After lime is moistened in this way the entire amount of water, 50 gallons, is added. When the lime is about two-thirds slaked, 80 pounds of high-grade sulfur are added and the mixture cooked for 45 minutes after the boiling point is reached. Water to take the place of that lost in the cooking is added until the mixture is brought back up to the 50-gallon mark. The mixture is stored in air-tight containers until needed. This concentrated solution is then diluted at the rate of 1 part to 8 parts of water for use as a delayed dormant spray.

### NURSERY SALESMEN

The status of a business is largely established by the salesmen it sends out to represent it, whether it be personal representatives, letters or catalogues.

We had a call from a salesman from the D. Hill Nursery Company, Dundee, Ill., in the shape of a catalogue, that could not be otherwise than warmly welcomed. The first impression the representative gives of the house it represents is dignity and substantiability, and perhaps what is even more important it conveys this impression of the goods and the trade of which its house is a member.

"Hill's Evergreens, Home Trees Ever Beautiful" is in book form, bound in cloth, illustrated on every page in addition to about 25 full-page illustrations in color. They carry the important message to the layman of how varied and how beautiful are the colors of evergreen.

Although gotten up with taste and attractiveness to interest, it is a salesman first and last, quoting sizes, prices and grades, leaving nothing in doubt for those who wish to buy.

We congratulate the D. Hill Nursery Company.



### REGULATIONS GOVERNING NURSERY STOCK IMPORTATIONS INTO CANADA

Requirements of Regulations Adopted Under the Insect and Pest Act.

The term "nursery stock" includes all plants for ornamental purposes or propagation. Seeds and seed potatoes are not included.

Under the Destructive Insect and Pest Act, intending importers of nursery stock must first make application for a permit to the Secretary, Destructive Insect and Pest Act Advisory Board, Department of Agriculture, Ottawa. The permit must be filed with the collector of customs at the port of entry.

Certificates, signed by officials of the country of origin, declaring that the importation is apparently free from any pest or disease within the meaning of the Act, must accompany every consignment from abroad.

Every container of imported nursery stock must be clearly marked with name of consignor and consignee and a description of the contents.

Nursery stock except from the United States may not be imported only through the ports of St. John, N. B., Montreal, Que., Niagra Falls, Ont., Vancouver, B. C., and for scientific purposes through Ottawa.

All imported nursery stock must be examined either at the port of importation or at destination. The inspector has power to treat or destroy any that is infested, and all charges, other than for the services of the inspector, must be paid by the importer.

...Nursery stock except from the United States may not be imported through the mails.

All shipments of nursery stock from the United States, unless exempt, must have attached to the invoice a certificate of fumigation signed by an authorized federal or state official and declaring that the stock has been found free from any pest or disease.

In the case of British Columbia, delivery of shipments can be made only to the Inspector of Horticultural Products, Vancouver.

Importation of potatoes from Europe, The Canary Islands, Newfoundland, Islands of St. Pierre and Miquelon, California, Pennsylvania, West Virginia and Maryland is prohibited. Shipments from other states must be accompanied by a certificate signed by the consignor giving the name of the state in which the potatoes were grown.

Importation of all non-canned fruits from the Hawaiian Islands is prohibited except pineapples and bananas, which must have undergone inspection by United States officers.

Conifers and decorative plants, such as holly, laurel, etc., (known as Christmas greens or greenery), cannot be imported from Maine, New Hampshire, Vermont, Massachusetts, Rhode



—Just Arrived

## CASE CONTENTS

Code	Each						
Mast — 1 case	6000	Mahalebs	1 yr.	seedlings	4-6	m-m	
Iron — 13 “	20000	“	“	“	3-5	“	
Push — 5 “	11000	Mazzards	“	seedlings	5-9	“	
Jute — 5 “	8000	Myrobolans	“	“	“	“	
Kite — 6 “	7500	“	“	“	“	“	
Lamp — 2 “	7000	“	“	“	“	“	
Moon — 4 “	6000	“	“	“	“	“	
Port — 1 “	5500	Manetti	“	cuttings	5-10	“	
Quay — 2 “	6000	“	“	“	“	“	
Robe — 1 “	6500	“	“	“	“	“	
Song — 2 “	8500	“	“	“	“	“	

(Sole American Agents for Vincent Lebreton's Nurseries, Angers, France)

When writing to Advertisers please mention the National Nurseryman.



Island or Connecticut. Other nursery stock, forest products, and stone and quarry products must be accompanied by a certificate of inspection of an officer of the U. S. Department of Agriculture, showing that they are free from brown-tail and gipsy moth.

Certain species of pine described in the regulations may not be imported at all.

Chestnut and chinquapin may not be imported from Asia or the United States. All horticultural varieties or hybrids of chestnuts must be accompanied by statements clearly indicating their botanical affinities.

Currant and gooseberry plants may not be imported.

Importation into British Columbia of peach nursery stock, including fruit pits or seeds for propagation purposes, is prohibited from Wisconsin, Illinois, Kentucky, Tennessee, Mississippi and the area east of those states.

Importation into British Columbia of plants or cuttings of hazel, cob or filberts is prohibited from Montana, Wyoming, Colorado, New Mexico and all states east of these.

Under the classification "Domestic" a number of regulations are made quarantining sundry counties in Nova Scotia to prevent the spread of the apple sucker; quarantining sundry counties and townships in Ontario to prevent the spread of the European corn-borer; prohibiting the importation of certain species of pines, currants and gooseberries into the provinces of Alberta and British Columbia from the other provinces of Canada to prevent the distribution of the white pine blister rust, but not interfering with the movement of the fruits of either currants or gooseberries; prohibiting the importation of European black-thorn and certain species of barberries into Manitoba, Saskatchewan and Alberta from the other provinces of Canada, on account of the crown rust of oats and the black stem-rust of wheat respectively, prohibiting the importation of plants and cuttings of hazel, cob or filberts into British Columbia from Ontario, Quebec, and the Maritime Provinces, and the importation into British Columbia of peach nursery stock, including fruit pits or seeds for propagating purposes, from Ontario.

A pamphlet has been issued containing the Destructive Insect and Pest Act, and all the regulations thereunder, with explanations. Copies may be obtained free on application to Publications Branch, Department of Agriculture, Ottawa.

The regulations above outlined are under the administration of the branch concerned. Matters of policy and the issuing of import permits are controlled by the Destructive Insect and Pest Act Advisory Board, consisting of Arthur Gibson, Dominion Entomologist, E. S. Archibald, Director of Dominion Experimental Farms, Dr. J. H. Grisdale, Dominion Deputy Minister of Agriculture, H. T. Gussow, Dominion Botanist, and L. S. McLaine, Chief of Division of Foreign Pests Suppression, Ottawa.

#### CANADIAN HORTICULTURIST.



### CROWN GALL

On page 50 of our February issue we published a copy of the Resolution adopted by the American Phytopathological Society, also by the Society of American Economic Entomologists, which was endorsed by the Illinois State Nurserymen's Association and the Western Association of Nurserymen and the American Association of Nurserymen.

This resolution recommends that the society solicit the active co-operation of the American Association of Nurserymen in a research program.

John Fraser, Jr., chairman of the Committee on Crown Gall has mailed to the nurseryman of America a circular letter asking for subscriptions to carry out the investigations. A pledge card being enclosed. The research program will require the expenditure of \$6,000.00 per year for a period of two years.

Crown Gall is costing the nurserymen of the United States millions of dollars and is the cause of much restrictive legislation. Nurserymen should rally to the support of this movement to the fullest extent of their ability as the mastery of this pernicious pest will mark a great forward step in the Nursery industry.

### MEETING OF NEW YORK STATE NURSERYMEN'S ASSOCIATION

The New York State Nurserymen's Association held its meeting at the Powers Hotel, Rochester, New York. The morning session was devoted to business.

W. H. Martin, Newark, New York, president of the association, was in the chair. A spirited discussion took place upon the grading rules adopted by the National Association of Nurserymen. It was contended that the standard adopted tended to lower the Eastern grade of nursery stock to the benefit of Western and Southern nurserymen. It was decided, however, to postpone action until the present standard had been more thoroughly tested.

Educational advertising was stressed by Clinton R. Lyddon, of the Rochester Advertising Club, who made an address on advertising. Statistics, quoted by the speaker, indicated that well planted shrubbery added 20 per cent. to the selling value of property. It was stated that 85 per cent. of annual business failures occur among non-advertisers and that advertising in color was superior to black and white in the ratio of six to one. Commenting on the rapid recognition of advertising as a sales getter, the speaker pointed out the significance of figures recently compiled showing that in 1923, \$1,284,000,000.00 was spent in the United States for all forms of publicity or \$12.00 per capita.

Harold Doane, of the Niagara Sprayer Company, spoke on "Dusting As a Method of Insect Control," and urged timely application, the primary principle being to make applications before infestation has become serious. Dusting was efficient control for aphids and other sucking insects.

After the business meetings were over the members gathered at a speechless dinner, in the club room, at seven o'clock, music being furnished by a male quartette.

The following officers were elected to serve for the ensuing year:

Fred T. Burke, of the Graham Nursery Company, of Rochester, New York, was elected president. Other officers elected were: Vice Presidents in order of rank, William Pitkin, of Rochester; D. B. Belden, of Fredonia; R. T. Brown, of Cottage Gardens; James Kelley, of Dansville, and Paul V. Fortmiller, of Newark; secretary-treasurer, Charles J. Maloy, of Rochester. Horace Hooker and T. H. Cobb, both of Rochester, and John P. Rice, of Geneva, were made members of the Executive Committee.



### PAUL'S PRACTICAL PLANT POINTS

A little booklet prepared by Paul C. Lindley for distributing by the National Planting Service, Bridgeton, N. J., supplied to nurserymen at about cost for using as envelope enclosures.

Nothing perhaps original, but one of those little things that help to keep the public interested in plants.

A little alliteration to make the points stick, a little information, a little wisdom, a little humor and a little help in the good cause by Paul of Pomona.



# CHERRY

TWO YEAR

ONE YEAR

*We are now booking orders for Fall 1923 and Spring 1924. Please let us have your list of wants.*

**W. C. REED & SON**  
VINCENNES : : INDIANA

## CALIFORNIA PRIVET

ASPARAGUS

RHUBARB

Well Rooted, Vigorous Plants

### PEACHES in Assortment

Apple Buds and Grafts

Barberry Thun.

A Good Supply of

Hydrangeas, Deutzia, Spirea, Snow Berry,  
Evergreens and Shade Trees

*Prices Right*

**THE WESTMINSTER NURSERY**  
Westminster, Md.

## EVERYTHING IN SEEDS, BULBS AND PLANTS AND ROOTED CUTTINGS

**ROMAN J. IRWIN, Inc.**

43 W. 18th Street  
New York City



**T. S. HUBBARD CO., Fredonia, N. Y.**

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

## HILL'S EVERGREENS FOR LINING OUT

Complete assortment of Evergreens, including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitaes, Cedrus, Taxus, Boitas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

WRITE FOR WHOLESALE TRADE LIST

**THE D. HILL NURSERY CO., INC.**

BOX 401

DUNDEE, ILLINOIS.

## GRAPE VINES By the Millions

Grown in the good old town of Fredonia, N. Y., noted for the fine root growth of vines.

We have them in all grades and varieties; also Currant, Gooseberries, Blackberries and Columbian Rhys.

40 Years' experience.

Let us have your want lists. Our prices will be right.

**Foster Nursery Company**  
FREDONIA, N. Y.

## We Offer a Surplus of June Buds and One-Year-Old Peach Trees

In 2-3 and 3-4 Foot Grades, of the Following Varieties:

ELBERTA, HILEY, BELLE OF GEORGIA, CARMAN, EARLY ROSE AND UNEEDA

Also Apple, Roses, Evergreens, Ornamental Shrubs

*Let Us Quote You Prices*

**SOUTHERN NURSERY CO.**  
WINCHESTER : : TENN.

When writing to Advertisers please mention the National Nurseryman.



## MICHIGAN ASSOCIATION OF NURSERYMEN

The annual meeting of the Michigan Association of Nurserymen was held in Horticultural Hall, at the State Agricultural College, East Lansing, Michigan, February 7th. There was a large attendance, every branch of the nursery industry and every section of the state being represented. The morning session was opened by President B. J. Menahan, of Detroit, who introduced Prof. L. R. Taft, Chief Horticulturalist, who spoke very instructively and interestingly on "Nursery Inspection and Quarantines." The afternoon session was addressed by Prof. Loree, who spoke on "Raspberry Diseases That Are Spread by Nursery Stock," and by Prof. Bradford, who spoke on "Recent Experiment Station Work of Interest to Nurserymen." The live discussions which followed all addresses brought out the outstanding belief in the need for closer co-operation between nurserymen and planter and the Department of Agriculture.

The report of the treasurer showed the association to be in a healthy financial condition. It was voted to amend the by-laws, to reduce the annual dues to \$3.00 per year, and to begin an active membership campaign to get every responsible nurseryman in Michigan, holding a grower's license, to join the association. The following officers were elected: President, B. J. Manahan, Detroit; vice president, Wm. Ilgenfritz, Monroe; secretary-treasurer, C. A. Krill, Kalamazoo. The Executive Committee consists of the officers and E. G. Greening, Monroe; Geo. A. Hawley, Hart; R. J. Coryell, Birmingham, and A. L. Watson, Grand Rapids.



### THE SCALE MENACE

The San Jose scale is on the increase in New York orchards, particularly in the apple plantings of the Hudson River Valley and in western New York, because the fruit growers have been led to neglect the pest thru a false sense of security with the result that it has been making slow but steady gains, particularly in old orchards. This is the gist of a statement made recently by the entomologist at the New York State Agricultural Experiment Station who has observed the increasing prevalence of scale in all parts of the State, but especially in these two regions, during the past two years. In orchards visited at harvest time in 1923, apples spotted by scale were very much in evidence, while many old orchards were actually "lousy" with the insects, says this authority.

"San Jose scale can be held in check by the regular application of lime-sulfur at the dormant strength of 1 to 8 applied just as the buds begin to swell, but many growers have been inclined in recent years to neglect this spray, with the result that scale is again a serious pest of New York apple orchards," says the Station entomologist, "Unless scale is extremely bad, lime-sulfur is to be preferred to any other spray material, but in old orchards where scale has become well established treatment for one or two years with a home-made oil emulsion containing paraffin oil or red engine oil or with one of the leading brands of commercial miscible oils is desirable. Lime-sulfur has the advantage tho of being a good fungicide as well as an insecticide and helps check scab as well as scale.

"Growers would do well to mark for special treatment all trees found to be heavily infested with scale as they go thru the orchard in their pruning."



"Doesn't that mule ever kick you?"

"No, suh, he ain't yet, but he frequently kicks where ah recently was."

## TRIAL SHIPMENT OF CANADIAN PEACHES TO ENGLAND

According to the Canadian Horticulturist the financial statements have been made up in regard to the costs and returns of the two cars of peaches that were shipped from the Niagara district of Canada to England last fall.

The shipment was experimental in nature to test out the possibility of shipping peaches such a distance and finding out if there would be a market for them.

According to the financial statement, both cars show a slight loss. The cost of the first car was \$1,392.78, including the peaches, valued at 75c per basket. Proceeds were \$1,400.82, plus packing. The second car showed costs of \$1,649.56, with the receipts of \$1,602.98.

The fruit arrived in good condition, but were dry and lacking in flavor. They were not well received on the English market as the quality was not high enough to compete with the European fruit. The white flesh varieties are the more popular in England; they do not consider the yellow flesh peaches, such as the Elberta, as a dessert peach.

The net results of the trial shipment has been to confirm the views previously held in many quarters—that there is no prospect of developing a commercial demand in the United Kingdom for Ontario peaches.



## MACHINERY AND MANURE

A few generations ago at least two thirds of the population of the United States worked and lived in the country, the remaining third of the population lived in the cities and it took this proportion to raise enough food and other products to feed and clothe the population, now the conditions are reversed, the minority work the land and still have a surplus for export. The answer is of course machinery, and the future will see still more machinery and intensive methods of agricultural and horticultural products.

The tractor and other automotive machinery is just displacing the use of animals and in fact changing the process of the cultivation of crops. Manure is becoming a scarce product and the finding of a substitute is a serious problem.

Statements are continually made, there are just as many horses used as ever there were, but each one makes the mental comment, not in his particular locality.

The scientists have given us formulas for keeping the soil in good productive condition by the use of rotation of crops, the plowing under of leguminous crops, and the use of lime and chemical fertilizers, all of which are good, and help us to get along without so many animals to furnish manure.

In the nursery and in the gardens where very intensive methods of culture are practiced there is really no satisfactory substitute for manure. Its physical properties are as valuable to the soil as the plant food it carries. This is very generally recognized and some nurseries make it a practice to feed cattle, even at a loss, for the sake of the by product, manure.

This leads us to speculate whether the future will



## SOME INTERESTING STAPLES

### FOR YOUR SPRING TRADE

*Immediate Shipment Can Be Made*

#### APPLES

Alexander  
Bellflower, Yellow  
Delicious  
Gravenstein  
Newtown  
Rome Beauty  
Red Rome Beauty  
Red Gravenstein  
Wealthy  
W. W. Pearmain  
Winter Banana  
Yellow Transparent  
Transcendent

#### PLUMS & PRUNES

Bradshaw  
Beauty  
Climax  
Damson  
Fellenberg  
Imperial Epineuse  
Peach  
Reine Claude  
Santa Rosa  
Satsuma

#### SHRUBS

Coral Berry  
Forsythia Suspensa  
Honeysuckle White Tart.  
Hydrangea, P. G.  
Lilac Purple  
Philadelphus Coronarius  
Snowberry

#### VINES

Ampelopsis Veitchii  
Ampelopsis Quinquefolia  
Honeysuckle, Halleana

#### PEARS

Bartlett  
Bosc  
Clapp's Favorite  
Flemish Beauty  
Keiffer  
Sheldon

#### CHERRY

Black Tartarian  
Gov. Wood  
Montmorency  
Schmidt's Bigg  
Waterhouse

#### PEACH

Elberta  
Indian Cling  
Red Bird Cling

#### GRAPES

Concord  
Moore's Early  
Niagara

#### ROSES

Columbia  
Gen. Jack.  
K. A. Victoria  
Paul Neyron  
Prince Camille  
Ulrich Brunner and  
Many others.

#### SHADE TREES

Box Elder  
Elm, American  
Elm, Campestris  
Elm, Pumila  
Locust, Black  
Prunus Pissardi  
Walnut, Am. Black  
Tamarix Hispidia

#### SEEDLINGS

Don't forget our *thoroughly matured*, well rooted, well graded, Yakima Valley grown seedlings. We can still supply:

Apple—No. 2 only      Myro—All grades

## WASHINGTON NURSERY CO.

### TOPPENISH, WASH.

(In the Famous Yakima Valley)

Box P-1



THE KUNDE NORMAL DOUBLE CUT PRUNING SHEARS  
ARE THE SHEARS THAT GIVE SATISFACTION



SEND FOR CIRCULAR

Sold by

WM. Von HELMS, Nurseryman  
MONSEY, N. Y.

## SURPLUS—DO YOU NEED ANY?

#### PEACHES

One year, in variety, 9-16, 7-16, 5-16, whips

#### GRAPES

Agawam—2 yr. No. 1  
Concord—2 yr. No. 1; 1 yr. No. 2  
Niagara—2 yr. 1; 2 yr. 2; 1 yr. 1; 1 yr. 2  
Lindley—2 yr. 1  
Worden—2 yr. 1

#### CURRANTS

Wilder—2 yr. 1  
Wilder—2 yr. 2  
Fays—2 yr. 2  
Cherry—2 yr. 2

#### BERBERRY THUNBERGII

3 yr. transplants, 18-24 heavy  
3 yr. transplants, 12-18

#### CALIFORNIA PRIVET

2 yr. Cutbacks, 2-3 ft.  
2 yr. Cutbacks, 18-24

#### ROSES—BUDDED

Crimson Baby, Pink Baby, Columbia, Gruss au Teplitz, Premier, Black Prince, J. B. Clark, Frau Karl Druschki, Genci, Jacq., Magna Charta, Paul Neyron, Persian Yellow, Ulrich Bruner, Bonstettin

## Pennsylvania Nursery Co.

GIRARD, PA.

When writing to Advertisers please mention the National Nurseryman.



prove that green crops plowed under and chemical fertilizers will eventually supercede the use of animal manure or whether we shall discover a synthetic product that will be used to make up the shortage.

Some years ago a process was patented which suggests possibilities along this line.

The process was to extract plant food from waste vegetable or any organic matter without breaking it down by bacterial processes as is done when it is rotted. The process by boiling with a solvent. It was claimed in theory that the same bacteria which caused the manure pile to rot were also destructive to growing plants and if the plant food could be produced without their aid, it would be just that much gain.

Who knows, in the future we may feed our plants on boiled ham and cabbage.



### CROWN-GALL

*British Ministry of Agriculture Leaflet No. 245*

Crown-gall is very destructive to nursery stock, as the disease spreads rapidly along the rows, killing a large number of seedlings outright. When older trees become infected, the galls may continue to be produced for many years, the trees living on, but making less growth and producing a smaller quantity of fruit which is of an inferior quality to that of a healthy tree. Under such circumstances it is false economy to allow such trees to remain standing.

The galls are usually formed just under ground on the collar or root, and so escape observation. They commence growth as minute, wart-like bodies; growth is rapid, and the surface of the gall becomes coarsely warted and dark colored, and varies in size from two to three inches in diameter to that of a football, or even larger. The galls usually decay at the end of one season's growth, and leave an open wound, which penetrates for some distance into the wood. The following season gall growth commences round the edge of the wound formed in the previous season. These galls perish in turn, and the process is repeated each season, resulting in a large, deep wound. When two or three such wounds are present on different sides of the collar, the tree usually breaks off at the wounded part.

Two distinct organisms have been found to occur in the tissues of the galls, but a bacterium, *Bacillus tumefaciens*, has been proved, in America, to be the primary cause of the disease.

As crown-gall is caused by a parasite and is highly contagious, measures should be taken to prevent the dispersion of the disease on the part of nurserymen and fruit growers.

Its widespread dissemination in the fruit-growing regions of the United States is attributed to the wholesale distribution of infected stock from nurseries, and to negligence in the disposal of diseased material.

Badly diseased trees should be removed, and the galls along with the wood in their vicinity should be burned at once. When trees are only slightly diseased, the galls should be cut away, and the wounds covered with a paste composed of two parts of sulphate of copper (blue-

stone), one part of sulphate of iron, and three parts of quicklime.

Quicklime should be worked into the soil in orchards known to be infected.—Horticultural Advertiser.



### CERTIFICATION OF APPLE TREES

The certification of apple trees in nurseries, for true-ness to name, is offered again this year by the Massachusetts Fruit Growers' Association, according to the secretary, R. A. Van Meter, of Amherst, Mass. The association is prepared to certify apple stocks at cost for any nurseryman making application before April first. The total cost to the nurseryman of examining and sealing has rarely exceeded two cents per tree. Dr. J. K. Shaw, of the Massachusetts Experiment Station will, as in former years, act as the agent of the association in certification work.

About 65,000 trees were certified last year. The results have been so satisfactory to both growers and nurserymen that a substantial increase in the demand for certification work is expected.



### OHIO STATE NURSERYMEN'S ASSOCIATION

The seventeenth annual meeting of the Ohio State Nurserymen's Association was held at the New Southern Hotel in Columbus, Ohio, on February 6th and 7th, 1924, with about sixty members present.

The meeting was addressed by Mr. A. C. Hottes, of the Horticultural Department of Ohio State University, who explained in detail the advantages already accruing from the establishment of the arboretum at the university.

Mr. W. B. Cole told of the many labor-saving devices in use in his nursery that have been installed for the purpose of aiding in the cultivation, digging, storing and shipping of nursery stock.

The Relation of the Nurseryman to the Landscape Architect was ably discussed by Professor R. W. Sears, of the Landscape Department of the State University.

The steps that the State is taking in the establishment of permanent forest areas explained by Mr. Edmund Serist, of the State Experimental Station. Much interest was shown in the purchase of Bryan Park by the State and if plans materialize, this will be made one of the most extensive natural parks in this section of the country.

New officers were elected as follows:

President, T. B. West, of Perry, Ohio; vice president, Edward Jenkins, Winona, Ohio; treasurer, A. R. Pickett, Clyde, Ohio; secretary, Howard Scarff, New Carlisle, Ohio. Executive Committee: H. S. Day, Fremont, Ohio; W. B. Cole, Painesville, Ohio; P. M. Buyers, Clyde, Ohio; C. O. Siebenthaler, Dayton, Ohio; T. H. Dinsmore, Troy, Ohio.

In his report from the Bureau of Nursery and Orchard Inspection, Chief Inspector Richard Faxon explained that the quarantine existing on the importation of Christmas trees would undoubtedly be made more stringent. The raspberry disease situation was becoming



# BERBERRY THUNBERGII SEEDLINGS

(Largest Growers in the World of)

**QUALITY STOCK AT QUALITY PRICES**

**Ampelopsis Veitchii Seedlings      Ampelopsis Englemannii Seedlings**

**Ibota Privet Seedlings**

**GENERAL LINE OF FRUIT AND ORNAMENTALS**

*Let Us Quote on Your Wants*

**C. E. WILSON & COMPANY**

**MANCHESTER : : : : : CONN.**

## WE OFFER THE FOLLOWING JUNE BUDDED PEACH TREES

	2-3 ft.	18-24 in.	12-18 in.	6-12 in.	3-6 in.
Elberta .....	2500	1500	31650	12500	9500
Early Rose .....		1400	3000	3000	2000
Brackett .....			1100	800	50
Carman .....	1000	2000	1600	....	....
Hiley .....	5000	4900	3000	....	....
J. H. Hale .....			200	500	100
Belle of Georgia .....			400	....	....

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TENN.

*Eastern Field Grown*

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Budded on Multiflora

No. 1 Grade

H. Ts.      H. Ps.

Also No. 1½ and No. 2 Grades

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NEW BRUNSWICK, N. J.

## LATHAM RASPBERRY

Largest, most prolific, most profitable Red Raspberry ever grown.

**Greatest Achievement**

**Minnesota State Fruit Breeding Farm**

Largest and Finest Stock of Plants In the World

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## Do You Want Bigger Sales?

With our splendid photographs of homes, showing nicely arranged and full-grown landscape gardening effects, you can double your sales. Our compact folders of shrubs, shrub flowers, roses, and perennials also help your men sell more. Plan views, with plan and list attached, are especially helpful. Folder and complete list of views on request.

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Will Accomplish**

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Roots and Seeds

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RICHLAND, WASHINGTON

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700 Searle Bldg., Rochester, N. Y.

FALL 1923

SPRING 1924

## FOREST TREE SEEDLINGS

Also lining out stock of

Betula Nigra, Catalpa Speciosa, Cornus Florida, Elm,  
Poplar, Locust, Walnut, Etc.

## SHRUBS

Altheas, Barberry Thunbergii, Deutzias, Loniceras California Privet, Amoor River North Privet, Amoor River South Privet, Spirea Van Houttii.

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McMINNVILLE, TENN.

## PEACH PITS

Ours were gathered in mountainous sections, away from commercial orchards, and are as fine as we have ever seen in our long experience covering a period of over 25 years here and elsewhere; they will run 7000 to 8000 to the bushel of fifty pounds, an unusually large per cent. of small naturals. Price on request.

**THE HOWARD-HICKORY CO.**

O. JOE HOWARD, Secretary and Treasurer

**Hickory : : North Carolina**



easier of solution and nurseries of the State were not required to get a special inspection on this class of small fruits.

Action was taken toward further determining the effect of crown-gall on fruit trees.



### CRAMTON BILL CONTROLLING NURSERY INDUSTRY UNDER PRISON PENALTIES

To the Editor:

Some years ago when the poor little industry of insecticide manufacturers was picked upon by bureaucracy heads in Washington, and the whole little industry compelled to work under a liability of fines and imprisonments, did you hear a cry from any of the American Association of Nurserymen? Neither did you hear any wild cries from them when the bulb and plant industry was attacked and unjustly put out of business by drastic embargoes.

But when the Cramton Bill, H. R. 760, comes along and puts equally severe regulations on the nursery trade, then they certainly do raise up their voices. This is what they say in the February issue of the A. A. N. Booster referring to said Cramton Bill:

"A bill, which if passed, will render every responsible man liable to fines and imprisonment that may prove destructive to his entire business and his personal reputation."

Apparently the interest and anxiety of the A. A. N. members depend entirely on "whose ox is gored."

The writer, at the time the insecticide industry was attacked by the severe law referred to, although not interested as a manufacturer of insecticides at all, spent several hundred dollars mailing a leaflet calling attention to the unfair police regulation which was tacked on to that bill, and which bill became a law. This leaflet carried the heading, "Prison Penalty on Flea Powders."

Now the Cramton Bill, referred to by the A. A. N. as the "pernicious piece of legislation," carries the same police regulations supplied to legislators by the paid attorney of the Department of Agriculture, in order to put the proper teeth into every drastic controlling bureaucratic law of the Cramton or Insecticide type. In this case it reads:

"Any person who shall receive and offer to any other person, any tree, shrub, or plant, that does not bear a label stating the correct name of the variety, shall be subject to fine not to exceed two hundred dollars, or imprisonment not exceeding six months."

It will be readily noted that the above police regulation does not require proof of the intent of the shipper or the party delivering. The actual shipping or delivering is sufficient to convict. The words "wilfully and knowingly," rightfully so universal in common English Law, are purposely omitted, and the simple fact that the act is done convicts, whatever may have been the honest intention of the shipper.

The writer has long contended that the liberties of the American people are seriously jeopardized by the use of such police regulations, and no laws which control flea powders or the labeling of plants should be enacted if

they omit those words "wilfully and knowingly," which protects the rights of the citizen.

The following paragraph of the Cramton Law should be carefully noted by all plantmen:

"Nursery stock, for the purposes of this Act, shall include all field and greenhouse grown plants, such as fruit trees, fruit-tree stock, trees, shrubs, vines, cuttings, grafts, scions, buds, and all other plants or parts of plants for planting or propagation."

J. C. VAUGHAN.



## Obituary.

J. H. H. BOYD

Mr. J. H. H. Boyd, McMinnville, Tennessee, died February 21st.

Mr. Boyd was well and favorably known in the nursery trade and his death will be much regretted by his numerous friends. He started in the business of collecting native trees and shrubs and seeds many years ago. Being located at Cagle, in the mountains of Tennessee in the midst of a very rich flora he built up a very extensive business in this line, collecting and shipping native plants to nurserymen all over the country and large quantities of seed to Europe.

His honesty and integrity in all his business dealings won the confidence of all who dealt with him.

In later years he started a nursery of native seedlings, growing them along and selling them to nurserymen as transplants.

Mr. Boyd had not been in the best of health for some time and a few years ago turned the business over to his sons, who operate under the name of Boyd Brothers.

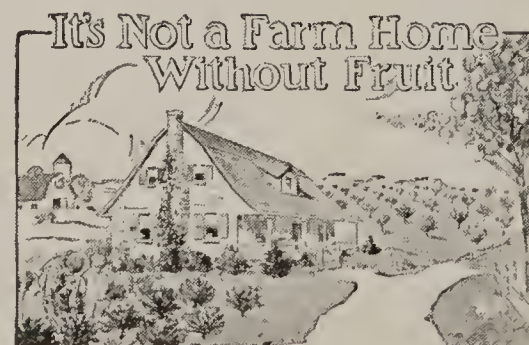
CHARLES A. GREEN

Mr. Charles A. Green, Rochester, New York, died at his home in that city on February 8th.

Mr. Green was president of the Green Nursery Company and also editor of *Green's Fruit Grower*, which he had published for nearly half a century. He was one of the first, if not actually the first, to offer and ship fruit trees by mail and built up a very large business along these lines.

Interested in banking, church work and art he lived a busy and successful life.

He is survived by his wife, Jennie C. Green, two daughters, Mrs. Robert E. Burleigh and Mrs. John Taylor; one son, Maxim H. Green.





**Don't Forget to Grow Our New****DW. POLYANTHA ROSE "MADAME ANTH. KLUIS" (1924) True B. Rambler Type**  
**Color: Deep Salmon Pink With an Orange Reflection**

This rose has the great advantage to keep its bright color until the flowers drop. Therefore it will be wanted by every Florist for its outstanding color and its quality as a *forcing rose*. Interested parties should ask for colored photograph with price of the plants for immediate delivery and further particulars, which may be had direct from us or from

**MESSRS. MALTUS & WARE****116 Broad Street, New York City***When Ordering, Apply to the Federal Horticultural Board at Washington, D. C., for a Special Permit**Orders Must be Sent Direct to Us***KLUIS & KONING****Rose Growers****Boskoop, Holland****AN UNQUALIFIED SUCCESS**

Bolens Power Hoe cultivating evergreen seedlings at Canadian Government Forest Nursery, Indian Head, Saskatchewan.

**THE  
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POWER  
HOE**

*is used and  
endorsed by  
leading  
growers ev-  
erywhere.*

The BOLENS is a motorized wheel hoe with an Arched Axle for clearance and a Tool Control for accurate guidance in close weeding and cultivating. A Differential Drive makes turning easy.

All attachments instantly interchangeable. A great labor saver.

*Send for Catalog With Letters From Nurserymen*

**GILSON MFG. COMPANY****331 Park St. Port Washington, Wis.****DON'T USE THE WRONG NAME**

Have you been embarrassed because you did not use the proper common or scientific name when buying or selling plants? It will never happen again if everybody owns and uses

**"Standardized Plant Names"****The New Plant Check-List**

Eminent plantsmen have put eight years of gratuitous work on this book. There are 40,000 entries in one carefully cross-indexed, alphabetical list that covers 546 pages. All plants introduced to American horticulture to as late as January, 1923, are listed, including the varietal names of the rose, iris, apple, and similar groups. The best common and scientific name for each has been adopted for general use. The name you know a plant by is there—you can see at a glance whether or not it is correct.

Hon. Henry Wallace, Secretary, U. S. Department of Agriculture, says "It should make possible a new era in the make-up and usefulness of American nursery catalogs."

Peter Bissett, Plant Introducer, U. S. Department of Agriculture says "this will undoubtedly be very helpful to me in my work in this office."

Standardized Plant Names is published in two editions; the standard edition, blue cloth binding at \$5. postpaid; the pocket edition on thin India paper with limp covers at \$6.50, postpaid. Send your order to

**THE NATIONAL NURSERYMAN****HATBORO, PENNA.****FOR SPRING 1924 WE OFFER**

14,000 Catalpa Bungei, 3-4 ft., 4-5 ft., 5-6 ft., 6-7 ft. stems.  
125,000 Berberry Thunbergii, 3 yr., 10-12 in., 12-18 in., 18-24 in.  
150,000 Privet, California, 2 yr. well branched, 10-12 in., 18-24 in., 2-3 ft.

**A LARGE AND COMPLETE ASSORTMENT**

Fruit Trees  
Small Fruits

Vines, Roses  
Ornamental Trees

Shrubs  
Grape Vines

*Write For Prices. Trade List Now Ready*

**T. W. RICE****Geneva, N. Y.**



### PENNSYLVANIA SALES ACT

Mr. A. E. Wohlert, Narberth, Pennsylvania, writes that the new law, in relation to the Pennsylvania Sales Act provides that "A contract to sell or a sale of any goods of the value of \$500.00 or upwards shall not be enforceable by action unless the buyer shall accept part of the goods so contracted to be sold, and actually received same or give something in earnest to bind the contract or in part payment, or unless some note or memorandum in writing of the contract or sale be signed by the party to be charged or his agent in that behalf."

In other words in order to make the contract of sale valid a written agreement must be signed by both parties concerned—stipulating exact dimensions, amounts, prices, etc., and unless carried out to the smallest detail may be refused if in excess of the amount of \$500.00, regardless of expenditures that may have been necessary to produce and ship the same.

This law is perhaps not very advantageous to the nurseryman. Much stock is often supplied without the formality of a signed contract, especially in landscape work. The client talks it over with the nurseryman and tells him to go ahead.

It is safe to say the biggest amount of business is done trusting to the honor of the contracting parties to do what is right, but it is well to keep in mind that such a law is in existence that will enable those, who have no intention of paying, to side step their obligations.

As compared with other trades the nursery business is somewhat at a disadvantage in most states. The builder and carpenter can attach a lien to a property for work done or material supplied but this is not always the case with the nurseryman or landscape gardener who lays out the grounds.

Efforts should be made to bring the nursery business up to the same standard as other trades in this respect.



### AS OTHERS SEE US

FORMER ENDORSERS OF QUARANTINE No. 37 NOW WEEP  
AT F. H. B.'s DOOR

Editor American Florist:

Those nurserymen who rallied two years ago at the Federal Horticultural Board's conference in Washington, D. C., May 15, 1922, to defend that drastic embargo without the change of a letter, have been on begging trips to Washington at least three times since that conference. The last visit—five delegates in body—was led by J. Edward Moon, chairman of the American Association of Nurserymen's legislative committee, pleading for relief from the serious damage now being done to the roots of imported stocks. C. H. Perkins, one of the most ardent supports of Quarantine No. 37 to the letter, was on this committee—although his firm has been favored by the board. When we consider the cost of railroad fares, Washington hotel bills, and time wasted in these pleadings before the Federal Horticultural Board, we wonder

if some of these nurserymen do not begin to regret that they did not act with the florists' committee in 1922 and ask for the reasonable modifications on lines laid down by the California nurserymen. If they haven't begun to regret yet, they will soon—it is only a question of time.

J. C. VAUGHAN.



### CATALOGUES RECEIVED

- R. H. Bath, Ltd., The Floral Farms, Wisbech, England.  
Bath's Special Price List.
- Kelly Bros. Nurs., Davisville, N. Y.  
Catalogue for 1924.
- Mount Hope Nurs., Lawrence, Kansas.  
Nature's Nobility.
- Oakley Nurs., Asheville, N. C.  
Price List.
- Chase Nur. Co., Chase Ala.  
Wholesale Price List.
- Huntsville Wholesale Nurs., Huntsville, Ala.  
Surplus List, No. 2.
- B. F. Conigisky, 227 N. Adams St., Peoria Ill.  
Complete Catalogue of Photographs that  
Help the Landscape Gardener Sell.
- Kluis and Koning, Boskoop, Holland.  
New Dwarf Polyantha Rose "Madame Anth. Kluis."
- F. W. Dixon, Holton, Kans.  
Small Fruit Plants.
- The McConnell Nur. Co., Port Burwell, Canada.  
Small Fruit Plants and Ornamentals.
- W. N. Scarff and Sons, New Carlisle, Ohio.  
1924 Catalog and Year Book 1924
- Storrs and Harrison Co., Painesville, Ohio.  
Catalogue No. 2, Spring 1924.
- Garden Nurs., A. E. Wohlert, Narberth, Pa.  
Wholesale List.
- Mt. Arbor Nurs., Shenandoah, Iowa.  
Bulletin No. 2.
- D. Hill Nur. Co., Sundale, Ill.  
Evergreen Specialists.
- Conard and Jones Co., West Grove, Pa.  
Wholesale Bulletin No. 1.
- Bobbink and Atkins, Rutherford, N. J.  
American Grown Roses.
- L. J. Farmer, Pulaski, N. Y.  
Strawberries and Other Fruit Plants.
- Independence Nur. Co., Independence, Ohio.  
Water Lilies, Micellaneous Aquatics and Perennials.



### MATCHES

Not the kind that are made in heaven, but those which have a more sulphurous composition, are the matches referred to in this note. Of these the world uses five trillions annually, or, since figures are more impressive, 4,675,650,000,000. To furnish the match sticks which everybody throws away so carelessly after use, large quantities of white pine and aspen are required, and this timber must of course be straight grained and free from knots. According to the Trade Record of the National City Bank of New York, the bulk of the world's matches are made in the United States, Sweden, Japan, Russia, Germany and Great Britain, the United States, of course, leading all the rest.—*The American Botanist.*



Mr. Smoot—"What is an oyster?"

Betty—"An oyster is a fish built like a nut."



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Saw Mills

We can furnish you crating lumber cut to size. We manufacture our own lumber and will contract to furnish your year's requirements.

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And  
Bowie, N. C.

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Manufacturers of Lumber

Office, 828 Fulton Building

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Peach Trees, Year Old, 3-4 ft. and 2-3 ft.  
*Special Prices on These Grades*

ALSO

June Buds, 2-3 ft., 18-24 in., and 12-18 in.  
*Good Assortment*

Shade Trees, Shrubs and Privet Hedge  
*All Grades. Write for Prices.*

## IBOLIUM PRIVET

The New Hardy Hedge Privet

A cross between Ibota and Ovalifolium. This new hybrid possesses the attractive characteristic of California Privet with the hardiness of Ibota.

It is of vigorous growth developing no constitutional weakness or susceptibility to blight or disease. It is upright in its habit with glossy round foliage and fills out even fuller at the bottom than does the California Privet.

*The Good & Reese Company*  
Springfield, Ohio DEPT. G.

FRUIT TREES—Pear, Plum, Peach, Apple and Cherry.  
SMALL FRUIT—Raspberry, Blackberry and Currants.  
FINE LOT OF GRAPES—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.  
SILVER MAPLE—Sizes 1 to 4 in.  
NORWAY MAPLE—Sizes 1 1/4 to 4 in.  
CUT LEAF BIRCH, EUROPEAN SYCAMORE  
Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

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General	on	Ornamental trees
Surplus		Shrubs and Roses

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Lining Out Stock

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TELEPHONE, NAPERVILLE No. 1.

Plants that Please Established 1906 Seeds that Yield  
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ASPARGUS	
ROOTS	SEED
STRAWBERRY	
STANDARD	EVERBEARING
DEWBERRY	
LUCRETIA	AUSTIN
TOMATO	
PLANTS	SEED
SWEET POTATO	
PLANTS	SEED-STOCK
GRAPES, CALIFORNIA	PRIVET

Contract Now

Correspondence Invited

# LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.  
DERRY N. H.



### NEWS OF THE NURSERY TRADE

The nursery and evergreen business of H. Ernest Conwell, Milton, Delaware, was recently incorporated for \$100,000.00. The officers of the company are: President, H. Ernest Conwell; Secretary, David M. Conwell; vice president and treasurer, Lydia J. Conwell. The company has a number of very large Boxwood Specimens and Hedge to remove and plant this Spring.

### ANDORRA NURSERIES BUY MORE LAND

Andorra Nurseries, Incorporated, Chestnut Hill, Philadelphia, Pennsylvania, have purchased an additional twenty-seven acre farm adjoining the nurseries. They now own about one thousand two hundred acres in addition to leasehold property.

Several months ago the Andorra Nurseries, which were owned and developed by William Warner Harper, were incorporated. Mr. Frazier Harrison is now treasurer, Mr. Harper, president of the company.

In addition to the Andorra Nurseries they have a large nursery in Kentucky and one near Baltimore, Maryland.



### COMMON NAMES

A little thought on the matter ought to convince anybody that it is impossible to make a common name for a plant. A species may have any number of vernacular names, that is, names in the common tongue, but unless one of these comes into common use it cannot properly be called a common name. A good many plants have no common names and are not likely to have any for they are so insignificant that the general public has never heard of them. The name-tinker, however, is never satisfied to let well enough alone and oblivious to the fact that there is a reason for every common name, attempts without reason to supply names for such plants as lack them. It may be said without fear of contradiction, that common names in general are an unmitigated nuisance. They are never as accurate as the technical names and at times are actually misleading. Because the technical names are unfamiliar, it has become a fad to regard them as difficult to pronounce and hard to remember. Such technical names as chrysanthemum, rhododendron, pentstemon, delphinium and nicotiana in everyday use is sufficient evidence that there is no inherent difficulty in using the more accurate terms. When a plant has a real vernacular or common name, however, it may be worth studying for it actually contains some element of folklore, poetry, mythology, and the like, but the same cannot be said of the "English" names which are usually mere translations of the scientific names whose only point of interest, is in showing how matter-of-fact the translators are. The great majority of our really common names originated in Europe and have been imported with our language. Since the genera on both sides of the Atlantic are pretty much alike, we have simply adopted the vernacular generic name and have added a distinguishing adjective to indicate the American species. Such common names as are wholly of American origin were not devised with the idea of giving the plants com-

mon names, but are the names by which hunters, explorers and the early settlers called them for want of something more definite. Occasionally, however, a manufactured name has elung to a plant when such name was apposite, as foam-flower for that plant otherwise known as false mitrewort. Among suggested names that have been extensively adopted may be instanced Christmas fern given to a common species of wood fern by John Robinson, half a century ago, and boulder fern, offered by the writer for that species "damned by faint praise" as the hay-scented fern. Jack-in-the-pulpit is said to have been invented by Clara Smith and first named in a poem published in 1874, which had the distinction of being revised by Whittier. In general, however, the use of common names, even in ordinary conversation, is to be deplored. They are really plant nicknames no more to be tolerated in good society than shorty, red, slim, fatty and similar outcasts.—*The American Botanist*.



### DORMANT FIELD-GROWN ROSES

Equal to the Best "Desert Climate Grown"  
Good Assortment—Night Letter at Once  
**HOWARD ROSE CO., Hemet, Cal.**

### The Cultivated Evergreens

*Edited by L. H. Bailey*

This NEW BOOK is a compilation of articles written by experts, on a projected plan, brought together and edited in one office.

#### CONTENTS:

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The place and care of coniferous (gymnospermous) evergreens grown for ornament.

##### PART II

Kinds of cultivated conifers (gymnospermous) in North America.

##### PART III

Certain Broad-Leaved evergreen.

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Inventory of Woody evergreens grown in North America.

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**THE NATIONAL NURSERYMAN**  
**HATBORO : : : PENNA.**



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Millions of fine new ground plants, grown in the heart of the Ozarks. Well developed root systems. Can ship direct to your customers.

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The Fayetteville Nurseries

Fayetteville

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West Chester, Pa.

Established 1853

Incorporated 1907

**APPLES**—All the leading varieties. If you want to please your customers send them some of our 2 yr. buds and 3 yr. grafts as they are the finest we ever saw.

**PEACHES**—Strong. Belle, Carman, Elberta, J. H. Hale, etc.

**Norway Maples**—1½" caliper and up. As good as you ever saw.

**Boxwood**, Pyramidal

**Abies Nordman's**

**Arbor Vitae compacta**, conica densa & globosa.

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**Spruce**, hemlock, oriental, polita and white.

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### WANTED

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Box 27 Care National Nurseryman

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For Sale by

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Well branched, transplanted, 12-18 in. 2-3 ft.

Bushy, twice transplanted, 2-3 ft. 3-4 ft.

Good Root Systems — Prompt Service

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FAIRFAX, VA.

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**PEACH and APPLE TREES A SPECIALTY**

If interested in a nice lot of Peach Trees we have them, also Apple. (Prices right.)

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### 100,000 RASPBERRY PLANTS

Inspected and can be delivered to your customer under your own tag. Also a quantity of Grape Vines, Currents, etc., in surplus. Write for prices.

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## EXCELSIOR WASTE

Cheapest and Best Packing Material for Nursery  
Stock—Retains Moisture Indefinitely

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Write us for prices F. O. B. shipping point in Tennessee or Yalesville, Conn.

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ESTABLISHED 1893

# THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman. Ernest Hemming, Easton, Maryland, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

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1 yr. 6 to 7 ft.  $\frac{3}{4}$  inch caliper  
 1 yr. 5 to 6 ft. 9-16 inch caliper  
 1 yr. 5 to 6 ft.  $\frac{1}{2}$  inch caliper  
 1 yr. 3 to 4 ft. 7-16 inch caliper  
 1 yr. 2 to 3 ft. 5-16 inch caliper  
 1 yr.  $1\frac{1}{2}$  to 2 ft.

### APPLE TREES

Liveland Raspberry	Winesap
Yellow Transparent	York Imperial
Stayman's Winesap	Rome Beauty
Williams Early Red	Grimes Golden

Paragon (M. B. Twig)  
 2 yr. budded 6 to 7 ft.  $\frac{3}{4}$  inch caliper  
 2 yr. budded 5 to 6 ft.  $\frac{5}{8}$  inch caliper  
 2 yr. budded 4 to 5 ft.  $\frac{1}{2}$  inch caliper

### One Year APPLE TREES

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Transcendent	Delicious
Paragon (M. B. Twig)	Baldwin
Yellow Transparent	Gano
Williams Early Red	Ben Davis
Stayman Winesap	Rome Beauty
Liveland Raspberry	Winesap
York Imperial	Wealthy
Northwestern Greening	Hyslop
Rhode Island Greening	
Yellow Newtown (Albermarle Pippin)	

One year buds and grafts  
 1 yr. 5 to 6 ft.  $\frac{5}{8}$  inch caliper  
 1 yr. 4 to 5 ft.  $\frac{1}{2}$  inch caliper  
 1 yr. 3 to 4 ft. 7-16 in. caliper  
 1 yr. 2 to 3 ft. 5-16 inch caliper  
 1 yr.  $1\frac{1}{2}$  to 2 ft.

### QUINCE TREES

Orange	Champion
--------	----------

2 yr. budded  $4\frac{1}{2}$  ft.  $\frac{5}{8}$  inch  
 2 yr. budded  $3\frac{1}{2}$  ft.  $\frac{1}{2}$  inch  
 2 yr. budded 3 ft. 7-16 inch  
 2 yr. budded 2 ft. 5-16 inch

### CHERRY TREES

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English Morello	May Duke
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Montmorency	

2 yr. budded  $4\frac{1}{2}$  ft. up 11-16 in. cal.  
 2 yr. budded  $3\frac{1}{2}$  ft. up  $\frac{1}{2}$  in. caliper  
 2 yr. budded 4 ft. up 9-16 inch caliper  
 2 yr. budded 3 ft. and up 7-16 in. cal.  
 2 yr. budded 2 ft. and up 5-16 in. cal.  
 1 yr. budded  $3\frac{1}{2}$  ft. 9-16 in. cal. up  
 1 yr. budded 3 ft.  $\frac{1}{2}$  inch cal. and up  
 1 yr. budded  $2\frac{1}{2}$  ft. 7-16 in. cal. and up  
 1 yr. budded 2 ft. 5-16 in. cal. and up  
 1 yr. budded 1 ft.

#### SWEET—

Black Tartarian	Windsor
Napoleon	Bing
Lambert	Gov. Wood
Schmidt's Bigarreau	Yellow Spanish

2 yr. budded 6 ft. and up 11-16 in. up  
 2 yr. budded 5 ft. and up 9-16 in. up  
 2 yr. budded 4 ft. and up  $\frac{1}{2}$  inch up  
 2 yr. budded 3 ft. and up 7-16 inch up  
 2 yr. budded 2 ft. and up 5-16 inch up  
 1 yr. budded 5 ft. 9-16 inch and up  
 1 yr. budded 5 ft.  $\frac{1}{2}$  inch  
 1 yr. budded 3 ft. 7-16 inch  
 1 yr. budded 2 ft. 5-16 inch  
 1 yr. budded 1 ft.

### PEAR TREES \* STANDARD

#### KIEFFER

3 yr. budded 7 to 8 ft. 1 in.  
 3 yr. budded 6 to 7 ft.  $\frac{3}{4}$  in.

#### KIEFFER

Bartlett	Beurre De Anjou
Clapps Favorite	Seckel
Lawrence	Duchess
Beurre Bosc	Flemish Beauty

2 yr. budded 6 to 7 ft. 11-16 in.  
 2 yr. budded 5 to 6 ft.  $\frac{5}{8}$  in.  
 2 yr. budded 4 to 5 ft.  $\frac{1}{2}$  in.  
 2 yr. budded 3 to 4 ft. 7-16 in.  
 1 yr. budded 5 to 6 ft. 9-16 inch up  
 1 yr. budded 4 to 5 ft.  $\frac{1}{2}$  inch up  
 1 yr. budded 3 to 4 ft. 7-16 inch up  
 1 yr. budded 2 to 3 ft. 5-16 inch up

### DWARF PEARS

Budded on Angers French Quince  
 Seedling

Bartlett	Flemish Beauty
Duchess	Seckel

2 yr. budded 4 ft.  $\frac{5}{8}$  inch up  
 2 yr. budded 3 ft.  $\frac{1}{2}$  inch  
 2 yr. budded  $2\frac{1}{2}$  ft. 7-16 inch  
 2 yr. budded 2 ft. 5-16 inch

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Budded on Myrobolan French Plum  
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Burbank	Imperial Gage
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Red June	Bradshaw
Abundance	Reine Claude
German Prune	Yellow Egg

2 yr. budded 6 ft. 11-16 inch up  
 2 yr. budded 5 ft.  $\frac{5}{8}$  inch  
 2 yr. budded 4 ft.  $\frac{1}{2}$  inch  
 2 yr. budded 3 ft. 7-16 inch  
 2 yr. budded 2 ft. 5-16 inch  
 1 yr. budded 6 ft. 11-16 inch  
 1 yr. budded 5 ft.  $\frac{5}{8}$  inch  
 1 yr. budded 4 ft.  $\frac{1}{2}$  inch  
 1 yr. budded 3 ft. 7-16 inch  
 1 yr. budded 2 ft. 5-16 inch

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Grapes during the past few years have been exceedingly profitable and for that reason the demand for first class grape vines has exceeded the supply. Anticipating this demand we suggest early purchases on grapes.

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Brighton	Niagara
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Early Harvest  
 2 yr. No. 1  
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# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



APRIL 1924

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

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*New Land Grown*

Our plantings consist largely of the new and old standard and everbearing varieties, and are all new land grown, free from disease, well rooted, healthy and TRUE TO NAME. Let us take care of your wants in Strawberry plants, shipping to you; or DIRECT to your customers using your tags. If you are not receiving our trade lists ask for a copy which prices other small fruit plants: Grape Vines, Asparagus roots, also fruit trees, California Privet, Barberry Thunbergii, Flowering Shrubs, etc.

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Selbyville : Delaware

## Mount Arbor Nurseries,

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SHENANDOAH, IOWA.

### APPLE SEEDLINGS

Now is the time to place your orders for APPLE SEEDLINGS for winter grafting and next spring's plant for budding.

We have an exceptionally fine lot of strong, WELL MATURED seedlings. These seedlings were kept thoroughly SPRAYED throughout the growing season and were not dug until in November when well matured. THEY WILL PLEASE.

### JAPAN PEAR SEEDLINGS

In addition to the Serotina, the variety commonly grown, we have Ussuriensis and Calleryana, varieties more blight resistant.

### IMPORTED FRENCH SEEDLINGS

We still have Apple, Pear, Myrobolan and Manetti Rose Stocks to offer.

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WINTER TRADE LIST ready in December.

With our unsurpassed STORAGE FACILITIES, are able to make shipments all winter.

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Are Moving Every Few Days Now  
IF  
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LOSING MONEY**



**C. R. BURR & COMPANY, Inc.**

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This has been a banner year from the standpoint of sales and quality and quantity of our stock.

Send in your order now for the famous J. & P. quality roses, shrubs.

*Write for our Bulletins which are issued every two weeks through the season and will keep you informed concerning available stock for immediate or later shipment.*

**Jackson & Perkins Company**  
Wholesale Only  
Newark, New York.

## French Fruit Stocks

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Pears, Apples, Mahalebs, Mazzards,  
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Case Lots—Immediate Shipment.

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Auratum, Rubrum, Album, Magnificum

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Red Star and Two Other Brands of Natural,  
Also Dyed in 20 Colors

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## CHERRY TREES! CHERRY TREES!

ONE AND TWO YEARS OLD

THE BEST YOU EVER SAW

EXTRA HEAVY      EXTRA TALL  
EXTRA WELL BRANCHED

*Write for Our Attractive Prices*

We also offer a general assortment of other stock including Standard and Dwarf Apple, Standard and Dwarf Pear, Plum, Plum on Peach, Quince and Peach.

**KELLY BROTHERS' NURSERIES**  
DANSVILLE, N. Y.

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

THE  
**North-Eastern Forestry Co.**

CHESHIRE  
...Connecticut...



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Full  
Years  
Under  
Test

Above  
caption  
has been much  
used—in fact we



are repeating a  
theme often used in  
our own advertising.

You wholesale buyers



have come to know us as a  
dependable source of supply for  
FRUIT TREES, dependable



from start to finish—which means  
from healthy root to true-named fruit.

This reputation for dependability, coupled  
with conservative propagation, keeps our stocks  
fairly well out of "surplus" lists; yet we  
can still—on the eve of the spring battle—go  
far in filling up some sizeable want lists in all  
sorts of Fruit Trees and SMALL FRUITS. Forehanded  
buyers have already taken heavy toll from our  
ORNAMENTAL blocks, both DECIDUOUS and EVER-  
GREEN. But—Lake County soil is rich, and our ambi-  
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the chances are we can take  
care of your needs. S. & H. ROSES: We never keep  
them long—but the cupboard



is still  
far from bare. Large supply of



Hardy Perennial Plants.

All kinds of  
SEEDS.

In  
Buying  
Your  
Trees,  
Look  
to the  
Roots!

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NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
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Topeka

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*We Offer*

Apple, Cherry, Peach, Plum  
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Apple Seedlings

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## The Catalogue

The catalogue that gets and holds attention has to be different from the rest. It has to have distinction and personality.

And the catalogue that gets orders for the firm that sends it out, is the one that tells its readers about the firm and the nursery and the stock, and why that firm is a good one to buy from.

Getting that "reason why" into the catalogue, is not a cost item. An idea may be expressed in a modest folder or in an elaborate catalogue. It calls for intelligent cooperation, though.

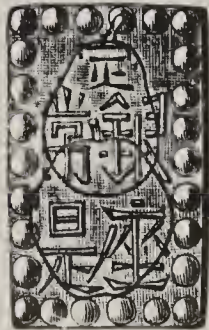
That sort of cooperation, with knowledge of the nursery business supplementing a complete printing service, is what we offer our clients. The result has been some unusual and outstanding catalogues. We are prepared to make more of the order-getting kind.



## THE DU BOIS PRESS

*Horticultural Color Printers*

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1872—1924

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All Sizes From 1 1/2" up to 4" Caliper

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*Beautiful Trees*

## NORWAY MAPLES

2 to 3" Caliper

In Car Load Lots

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ALSO TWO CAR LOADS OF

MONTMORENCY AND EARLY RICHMOND **CHERRY**

2 Yr. 11-16 and 5-8 Grade

*These Are Exceptionally Fine Trees*



C. M. Hobbs & Sons

BRIDGEPORT, INDIANA



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII

HATBORO, PENNA., APRIL 1924

No. 4

## Broad-Leaved Evergreen Shrubs

If it were appropriate to apply the word "aristocratic" to plants, the group that is usually known as Broad-leaved Evergreens would certainly be entitled to it.

However much we may love the commoner garden favorites, we have to admit "the class" that distinguishes the Rhododendrons, Mountain Laurel, Heaths, Andromedas, Azaleas, Box, Holly, etc., and where we have to plant certain positions around the house and on particular portions of the ground, all others are a poor substitute. In localities where they will not thrive, the real landscape artist feels their loss.

The fame of the English gardens is due very largely to the broad-leaved evergreens. There the Portugal and English Laurel, Holly and Rhododendrons luxuriate in the moist, equable climate, and give that dark, rich green cheer to the gardens in the winter.

While, perhaps, our bright American sun makes it somewhat difficult to grow them, a knowledge of the conditions under which they will best thrive will do much to insure success.

In speaking of a whole group of plants, the recommendations must necessarily be very general. Some kinds will stand more sun and drouth than others, but, as a rule, the essentials are:

Constant moisture, right to the surface of the ground, with good drainage; shelter from dry, frosty winds in winter, or dry, arid winds in summer.

Absence of lime or alkali in soil and water: and,

Plenty of decaying organic matter for them to feed on, such as leaf mold, peat, or rotted sod.

Drying winds, either in summer or winter, do more damage than low temperature, as, under proper conditions, zero weather will hurt very few of them.

The Rhododendrons are the most important of the broad-leaved evergreens. They are a very large family, containing many lovely kinds, such as those from North India that will not stand the American climate, and, so, are only suitable for greenhouse culture in this country. So, we shall confine ourselves to the consideration of those suitable to American gardens.

### HYBRID RHODODENDRONS

The hybrid Rhododendrons, in their various colors, ranging from white through shades of purple, pink, red and crimson, were nearly all imported from Europe before quarantine No. 7 went into effect. Many kinds are very tender, and only fit for greenhouse culture. They are forced in great quantities for Easter decoration; other kinds are quite hardy and, given the right conditions grow splendidly.

As a rule, the white, pink and purple kinds are the free-

est growers, the red and crimson not being quite so robust.

### NATIVE RHODODENDRONS

These are important for foliage and natural effects, independent of flowering qualities.

*Rhododendron Catawbiense* grows abundantly in the mountains of North Carolina. It has loose, rose-colored flowers, and blooms early—in April and May—both important qualities. It harmonizes well with maximum.

*R. maximum*, Rose Bay, has flowers pink in bud, opening white. The growth and arrangement of leaves are full and free, and usually superior to hybrids in this country. Blooms much later than *Catawbiense*—July and August. This is the kind that is collected in such quantities from the woods and mountains, very often to die lingering death through ignorance and carelessness. They should be planted in masses or clumps for best results. When handled properly, it is one of the grandest plants it is possible to introduce into the home grounds.

### DWARF RHODODENDRONS

These are but little known. They are very pleasing and useful. Leaves much smaller than others.

*Rhododendron punctatum*. A native species with rose-colored flowers in May and June.

*R. ferrugineum*. Scarlet flowers, with rusty color underside of leaves. Blooms in early summer.

*R. hirsutum*. Pale red, flowering in early summer.

These dwarf kinds are fine for planting among rocks or on the outer edge of groups of the larger growing kinds.

### RHODODENDRON ASSOCIATES

The following go well with Rhododendrons:

*Kalmia latifolia*, *K. angustifolia*, *Andromeda floribunda*, *A. Japonica*, *A. (Leucothae) Catesbaei*, *Azalea anoena*, *A. Hino-de-giri*, and other new kinds recently introduced from Japan; *A. Indica*, and the Heaths.

*Kalmia latifolia*, or Mountain Laurel ("Ivory," as many of the colored people call it), has such a wide distribution in North America, and is so truly an American flower, that its claims as the national flower are many and valid. The great English authority on plants, George Nicholson, described it as "one of the most useful, elegant and attractive of dwarf flowering shrubs." While it is found thriving on hillsides, it prefers moist places to excessive dryness and exposure.

*Kalmia angustifolia*, Sheep's Laurel, is very pretty, but not so desirable as the above. Its leaves are narrow, and flowers smaller. Has value in lower growth and earlier flowering.

*Andromeda floribunda* and *A. Japonica* are pretty little



shrubs of dwarf, compact habit, with glossy green leaves and pendulous clusters of white flowers borne in great profusion in early spring. Japonica is conceded to be one of the prettiest of all evergreen shrubs.

*A. Catesbaei*, also known as *Laucothae Catesbaei*, is very different from the other *Andromedas*. It is native in our Southern States. Somewhat trailing in habit, it is valued for the great decorative value of its beautiful leaves, which are long and lance-like. Its white flowers are attractive.

*Azalea amoena*. The Evergreen Azalea is a splendid plant for edging *Rhododendron* beds, or even for making dwarf flowering hedges. Even those who object to the magenta tint of the flowers are won over when they see well-grown plants in bloom. They give a wonderful floral display.

*Azalea Hino-de-giri*, a beautiful cherry red, is almost as hardy as the old *amoena*, and is a much more popular color.

*Azalea Indica* is the ancestor of the indoor Azalea, so popular around Easter time. It has a single white flower, with just a suggestion of pink, and is hardy in the climate of Philadelphia.

The *Ericas*, or Heaths, including the *Calluna vulgaris*, or Scotch Heather, are hardly broad leaved, as the leaves are very fine, but they thrive under the same conditions as the above plants, and are good associates.

#### MISCELLANEOUS BROAD-LEAVES

The following are not so particular as to soil and situation as the foregoing, and may be used in a greater diversity of position:

*Buxus*, in variety; *Ilex Aquifolium*, (English Holly); *I. opaca*, (American Holly); *I. crenata*, (Japanese Holly); *Osmanthus aquifolium*, a holly-like plant from Japan; *Mahonia aquifolia*, (Holly-leaved Barberry); *M. Japonica*, (Japanese Holly-leaved Barberry); *Abelia grandiflora*; *Cralaegus Pyracantha Lalandi*, (Evergreen Thorn); *Ligustrum lucidum* (Evergreen Privet); *Cerasus Laura-Cerasus* and *L. Schipkaensis*. (English Laurel); *Magnolia grandiflora*.

There is a great variety of Box.

The small-leaved, compact-growing one, commonly used for edging, is known as *Buxus sempervirens suffruticosa*, and is well known.

*Buxus S. arborescens*, or Tree Box, grows much larger, quicker, and is looser in habit. It makes fine hedges, and is good as a solitaire or in groups. It attains a height of 10 or 15 feet.

Then there is the Round-leaved Box, *B. rotundifolia*, very glossy and dark green; usually grown in pyramid shape.

*B. decussata* has a curious arrangement of leaves that is unique, but attractive.

*B. S. Handsworthi*, a very upright-growing kind.

*B. Japonica aurea*, Golden Box, with bright golden leaves in spring, turning darker green in the summer; silver-variegated Box, and numerous others.

Pyramids and "Standard" or Tree-form Box are forms into which the plants are trimmed or trained, being used in formal positions.

The Hollies are well known, largely through their

Christmas associations. It is a pity they are not given more attention by nurserymen.

The English Holly has darker and glossier green leaves and bears more and larger berries than its American cousin, and, on the whole, is more amenable to cultivation.

The American Holly grows very plentifully in a wild state, but is rarely seen in cultivation. It really deserves more attention from the horticulturist. Berry-bearing plants cannot positively be had. Some have an incomplete set of flowers, and this is not determined in young plants.

The Japanese Holly, *Ilex crenata*, is becoming a general favorite, being very adaptable, and is invaluable for planting where a choice low-growing evergreen shrub is wanted. It is extremely hardy.

*Osmanthus*—a choice plant in every respect, and so like a bushy Holly as to be often mistaken for it, but is much freer-growing, but barely hardy north of Washington.

*Mahonia aquifolia*. "What beautiful leaves!" is usually the expression from all who see this plant, especially just after it has made its new growth. They look as if they had been cut out of metal, so crisp and decorative are they. The yellow flowers in spring followed by dark purple berries, also add to its value. It is extremely hardy and vigorous, though easily sunburned in winter.

The Japanese sort, *M. Japonica*, is much larger in growth and foliage, and more rigid-looking, but a striking plant.

A coming plant in popularity is the *Abelia grandiflora*. It suggests the Myrtle in the shape and glossiness of its leaves. Add to this the pink-white, wax-like flowers, borne all summer long; graceful habit, free growth; its adaptability to partial shade and all manner of soils and sunshine, and you have a plant that is perfect for so many positions around the house where it is often so difficult to find something suitable.

*Pyracantha*, or Evergreen Thorn, cannot be recommended for general planting north of Baltimore. It is subject to attacks of scale, but a well-grown specimen, covered with clusters of orange-red berries, is something worth striving for.

*Ligustrum lucidum* is beginning to reveal its great value. The thick, leathery foliage is more attractive than the Bay, a great deal hardier, and very easy to grow. For Philadelphia and south they should be largely planted.

English Laurel—*Cerasus Lauro-Cerasus*—and the *Aucuba Japonica* can only be grown in very sheltered positions north of Washington. In the South they are grand. *Laurus Schipkaensis* is considered hardy as far north as Philadelphia.

*Magnolia grandiflora* can hardly be considered a shrub, as it attains tree like proportions south of Norfolk. If there is one tree that excites the envy of the gardener of the North, it is this rich, handsome tree of the South. In sheltered positions it will stand the winters fairly well as far north as Philadelphia, but should have shelter from much sun and wind.

*Euonymus* in various kinds are worthy of attention—especially along the seacoast, as they seem to do better under the influence of the sea air. They are very susceptible to attacks of scale, and should be watched on this



account. *Euonymus radicans* is a trailing or vine-like plant, splendid to run over copings of low walls and rocks, and for edging walks where it can be kept clipped. There are both a green and a variegated form. It is an all-around plant, having rootlets which will cling to walls.

With such a list to choose from, selections may be made to suit all situations that are likely to call for Bread-leaved Evergreen treatment.

### ATLANTIC CITY AS A CONVENTION CITY

Atlantic City, New Jersey, is situated on the broad Atlantic Ocean, 60 miles from Philadelphia, 130 miles from New York City, and has best of train service, with stop-over privileges, and the finest roads in the world for autos—no hills, dirt or dust.

Attractions: The Boardwalk, running about ten miles along the ocean front, 60 feet wide, lighted with thousands of large lights; six large ocean piers devoted to recreation and amusements; everybody enjoys a stroll along the Boardwalk with its delightful ocean breeze; hundreds of wheeling chairs (if you do not want to walk), and you are bound "to meet a friend from your home town" as everything and everybody centres there.

Amusements: Sailing, fishing, golf, horseback riding and ocean bathing is indulged in by as many as 50,000 a day during August.

Hotels and cottages: There are upwards of 3000 places open after June 15th, who believe in the saying: "When a stranger comes among you, take him in," and accommodations can be had within the reach of all.

The Ritz-Carlton, the headquarters of the convention, is new, fireproof, and up-to-date in all its appointments, nicely located, directly on the ocean front. This hotel is the regular headquarters for the Mystic Shrimers of New Jersey every year.

Advice: If your health is run down after the hard work of a busy season, there is no better place to recuperate than Atlantic City—far better than monkey glands (costs less) and it will inspire you to go on for larger and better things.

Do not forget the dates, June 24th, 25th, 26th and 27th. Better still make a week of it, as this will be the best, biggest and busiest convention in our history. Please note we have put in the 24th, the day before the opening of the sessions—this is for the trip to Seabrooke, largest irrigated farms and nursery in the world; also to Koster's and the Jackson & Perkins South Jersey Nurseries by special train.

WILLIAM F. MILLER, *Chairman*,

Gloucester City, N. J. Arrangements Committee.

### WHAT A WORLD.

The Rev. Father J. M. Robinson, of Wicklow, Ireland, arrived on the Saxonia recently carrying six little pots of Irish sod, in which grew "the green" he planned to wear March 17.

Representatives of the Department of Agriculture confiscated the shamrock, explaining that there was a stringent law forbidding importation of vegetation with roots.

"What a world!" exclaimed the priest.

### SOUTHERN NURSERYMEN'S ASSOCIATION

Lexington, Ky., March 18, 1924.

Fellow Members:

Jim Bailie has just suggested this special bulletin.

I just wonder how many Southern nurserymen are familiar with the Crampton Bill that is now before our national Congress. I hope most of you have read of it in the trade papers—and immediately protested. It is so pernicious that we should voice our disapproval at once.

Briefly here it is—known as the Crampton Bill H. R. 760:

If passed it will be unlawful to ship a plant that does not bear a tag bearing its correct name, name of person who grew it and where.

Violations punished with a fine of \$200.00 or imprisonment of six months.

As nurserymen you know how nearly impossible it would be to work with such a law in effect. As some one said there is a great difference of opinion among experts as to correct names of some things we sell. We all have to buy to cover our shortages and on every plant thus handled you would have to put the name and address of the grower. Why put the nurserymen in a criminal class by such suggested legislation? There is no mention made of "wilful violation" of the law and therefore any oversight, omission or error in filling an order will make you responsible.

If you have not already done so, won't you take the time immediately to protest vigorously to your Senators and Representatives? Do it now.

Sincerely,

WALTER W. HILLENMEYER,  
*President.*

### ROADSIDE TREE PLANTING IN THE STATE OF WASHINGTON

A period of roadside tree and shrub planting reigns in the Northwest. This era of cultural advancement is heralded by leading automobile clubs, country clubs, the mountaineers and the State Department of Agriculture.

Roadside planting is being done according to a pre-arranged plan whereby natural types of landseaping are adapted to hills, swamps and prairie. Rather than setting trees in the Southern lane fashion the Northwest planting is in groves, groups and clumps in as natural formation as possible.

### THE GYPSY MOTH QUARANTINE

The net result of the informal conference between New England state officials, nurserymen and the Federal Horticultural Board, regarding the Gypsy Moth Quarantine, on February 8th, was:

There was to be no reducing of the restrictions as this would harm the nursery trade rather than benefit it.

It is up to the nurserymen to see that their nurseries are clear of infestation so as to warrant the Federal certification of cleanliness.



# The National Nurseryman

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Hatboro, Pa.

Editor ..... ERNEST HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

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on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Easton, Md., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., April 1924

**WRONG PUBLICITY** During the last several years we have heard much about dishonest practices in the nursery business. Even those who should know better have added their voices and pens to help to brand the business as one largely composed of crooks, needing the most stringent regulation and supervision.

That the business has had and always will have dishonest men in it, goes without saying. No business or profession ever was or ever will be exempt; even including our own lawmakers and courts.

The very nature of the profession calls for a high standard of integrity and as a whole, it has measured up to it. Very few phases of the nursery business lend themselves to the manipulations of the get-rich-quick gentlemen; its chief requirements from its votaries are patience, long investment, hard labor and permanent organization: without these there is no success in the nursery business, and none of them appeals to parasites of society. Yet the desire for regulation is so strong in our law makers that their misguided efforts do little but discourage honest effort.

The trade can and does demand a high standard of ethical practice; it is drawing closer together and of itself keeps dishonesty at a minimum.

The president of the American Association of Nurserymen, along with other nurserymen of his state, are taking a leading part in the passage of an anti-bribery and graft law. The Vigilance Committee of the same association has many eyes scanning advertisements of the nurserymen of the country on the lookout for misleading statements, and exerts a moral force in other ways that discourages those who would prey on the public to the detriment of the trade.

Besides the "National" association there are all the state and district associations, which perhaps may not

control the actions of their members, yet whose influence towards a high standard of practice is very real.

The nursery trade has been largely influential in taking the first step in standardizing the nomenclature of horticulture, at no small cost in effort by some of its members of the trade.

These are only a few of the many evidences that the nursery trade as a whole is clean and honest and the overwhelming majority of square dealing members makes it very unnecessary for restrictive legislation.

The trade itself discourages crooks much more efficiently than laws that hamper and retard honest effort and which make everyone a potential criminal.

There is no business that is so basically necessary to the culture, refinement and happiness of the people.

The development of the country has reached that stage when an interest in plants, more beautiful surroundings and more thought be given to homes is a vital necessity to counteract the prevailing unrest, dollar chasing and excitement.

If there is one business that is preeminently altruistic, whose products can only tend to produce wealth and beauty and happiness of the people, that should be fostered and encouraged, it is the nursery business.

Tuesday, March 11, 1924.

Editor of The National Nurseryman,  
Easton, Md.

Dear Sir:

I have noted that in an editorial in the March issue of THE NATIONAL NURSERYMAN you have stated your objections to the so-called "Cramton Bill" (H. R. 760) to prevent the shipment and sale in interstate commerce of nursery stock untrue to name. In the same paper I have observed a communication on this bill from the trenchant pen of Mr. J. C. Vaughan.

It seems to me that both the editorial and the article do not bring out what would appear to be a serviceable objection to the passage of the bill. May I suggest the objection which, I am sure, the Congress will appreciate?

(1) This bill makes it unlawful to ship in interstate commerce any nursery stock, as defined in the Act, for pay or otherwise, which does not bear on each tree, shrub or plant or on the original unbroken package thereof, a label stating the true, accepted and correct name of the variety of such nursery stock, the name of the person who grew the same and the place where it was grown. It seems to me that the true basis of objection is that this requirement is entirely unreasonable and cannot be complied with by the conscientious merchant. If I remember correctly, there is a large number of plants, especially fruit trees, which, in their immature condition and defoliated, cannot be distinguished with certainty and the varietal name stated. In the various processes of merchandising these plants, even in the exercise of the greatest caution, the nurseryman or nursery stock dealer cannot determine without occasional errors, the true variety of the plant. In this situation it seems wholly unreasonable for any law to demand what appears to be the impossible.

(2) It also seems impossible, especially in the case of







imported fruit stocks, to guarantee by means of a statement on the label that the plant has been grown by a certain person and it seems hardly the fit subject of legislation to make such a requirement.

(3) The same comment of impracticability or impossibility can be assigned to the requirement to state where the plant was grown.

(4) It surely is extraordinary to note that this bill proposes to require that nursery stock given away by people must be labelled and that the penalties for failure to label or mislabeling attach to such gifts.

Yours very truly,

CURTIS NYE SMITH.

### THE CANADIAN GLADIOLUS SOCIETY

The Canadian Gladiolus Society Executive Committee has decided to have the annual exhibition and convention on August 20th and 21st, at the Ontario Agricultural College. This institution is also headquarters for the official trial plots. It is expected that the exhibition will be of even more interest for the gladiolus public than last year. The prize list, almost completed, far exceeds any previous list. The trial plots will no doubt contain some of the finest varieties in cultivation sent from all over the continent as well as Europe. Membership has almost reached the four hundred mark but it is expected many hundreds yet will join the society. New members are joining from all over the Dominion as well as the United States and parts of Europe and the Antipodes.

### THE APPLE INDUSTRY IN THE NORTHWEST

Northwestern apple shipments to March 1st totalled approximately 46,000 ears, or about 9,500 in excess of last season's total output.

The four Northwestern States may forward close to 50,000 ears, which will be the largest movement on record.

Financially, the season has not been entirely satisfactory, although production records have been broken. Considering the increased yield, it is barely possible that net returns will be a little more than last season's.

*Extracts from Crops & Markets, March 15.*

Editor National Nurseryman,

Dear Sir: In the March number of your publication I have read with much interest the article on page 68, "The Cramton Bill," and also on page 82, the remarks of that good old scout, Mr. Vaughan, on the same subject.

I wonder if this proposed legislation has not been invited by the uplift propaganda of the last few years? One of our trade papers and eloquent orators have persistently and loudly proclaimed that the nursery trade was rotten, full of crooks and crooked practices.

Many associations have adopted "standards of ethics" which promise obedience to the laws and imply the abandonment of methods of a crooked nature.

Why should not our trade be strictly regulated when we have shouted vigorously and noisily that we were a menace to the public?

M. T. BEAN.

### COLLEGE TRAINING

In view of the interest in college training in evidence among nurserymen in the United States, it is worth while to note the drift of thought on the subject as expressed in connection with Kew gardens, and it is to be hoped the National Arboretum, now under consideration, will develop along the lines of a horticultural university worthy of this country.

Dr. A. W. Hill, M. A., F. R. S., F. L. S., in the course of a lecture delivered before the Royal Society of Arts on December 5, 1923, on "The Work of the Royal Botanic Gardens, Kew," after dealing with the origin and general routine work of the gardens, remarked on the training of the young men at Kew. To quote Dr. Hill's remarks, as reported in the Journal of the Royal Society of Arts, vol. lxxii, p. 97:

"I must, however, pass on to the consideration of a further sphere of usefulness to which we attach great importance, and which has been attended with far-reaching results; that is, the work of completing the botanical and horticultural training of the young men who came to Kew for a period of two or three years as student-gardeners.

"In this respect Kew may be regarded as a University of Horticulture, and perhaps more particularly of tropical horticulture, since so many of her sons go out to every part of the Empire to carry on the science and practice of horticulture in the botanic gardens and agricultural stations in the Tropics.

"That this should be the case is only natural, since in no other institution in this country can so much be learned about the vegetation of the Tropics and the proper method of cultivation of tropical economic and other plants. Men trained in botany and agriculture in our universities are no doubt well equipped in the scientific principles underlying their subject, but they are perforce sadly handicapped, owing to their lack of practical knowledge of the plants which they will meet in our Colonies in connection with their work.

"With the growing and legitimate demand for men who have passed through a university on the part of the Colonial Governments, the men trained at Kew are often placed in a difficult and unfavorable position; but I venture to say that the best of our students will be found, in the long run, with their practical knowledge added to the theoretical instruction provided for them at Kew, to be able to hold their own in comparison with the men who have had better opportunities in the way of a course at a university or at an agricultural college.

"Neither class of men, I would submit, are entirely satisfactory for sending out straight from home to some distant colony where they will be confronted with problems with which they are, to a great extent, unfamiliar; but now that the Imperial College of Tropical Agriculture has been successfully established in Trinidad, I am convinced that at last we have the opportunity of completing the education necessary both for the university candidate and for the man trained at Kew, so that they may become efficient scientific officers qualified to serve in whichever of our tropical colonies or dominions their services may be required."



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*Made in Either Square  
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### SPECIALIZING

In the nursery trade there seems to be a general drift among growers towards specializing. It is not easy to forecast how the trade will develop, but everything considered it does seem as if the old fashioned nurseries, especially those which grew ornamentals and catered to a trade over a large territory, will not be the models of future concerns.

The country is becoming more thickly populated and centers of population will have their own nurserymen to supply their needs. Other influences, at work, are the Federal and State laws, which hamper interstate shipments with quarantines and regulations. Cost of transportation has also an important bearing as it naturally handicaps the nurseryman at a distance from his customer. He cannot compete with the local man in his home town. Of course in the early days it was only the large nurseries that attempted to carry a full line and had propagating plants of sufficient extent to insure stock being in good supply.

There is every indication that numerous small nurseries all over the country will be the channels through which distribution will be made to the consumer. These, of course, will grow limited lines and depend on large wholesale growers for propagating their stock of lines they do not find it profitable to produce themselves and even the large growers will confine themselves to a more limited variety, due to the necessary economy of production which will enable them to compete with other growers.

It has been the history in the production of all lines of merchandise that sooner or later the trend is to quantity production to enable to reduce the cost of the article to the consumer, depending rather on small profits and a large volume of business rather than on small volume of business and high prices.

In other lines of merchandise the aim of big business is to increase the demand and lower the price, bringing their goods within the reach of the many to increase consumption, avoiding an over-supply that will tend to make a surplus and break prices.

With the nursery business, it will take years to stabilize it, develop channels and regulate production to meet the demand. Nursery stock differs so much from manufactured articles, that can be produced within a comparatively short space of time, enabling the supply to be regulated according to the demand. Nursery stock takes from one to five years to become marketable. This of itself almost insures the trade developing along the lines suggested, namely: numerous small nurseries as distributing agencies with large wholesale growers of specialties supplying their need with either partly grown stock, for re-planting in their own nurseries, or marketable stock ready for distribution.

The local nurseryman can not, and will not, grow all the stock he uses—there must be an interchange or some source of supply from which he may draw.

Before quarantine 37 went into effect the European nurseries were drawn upon very largely to fill in the shortage of stock in this country. But now that America is thrown on her own resources it seems very natural

that the trade will develop along the line suggested above. One can even see the tendency already as nurseries are confining themselves to larger quantities of things that are best adapted to their particular locality and soils. The large grower of certain lines has certain advantages in cost production over those nurseries that attempt to carry a full line, and attempting to distribute to the consumer all over the country.

Small nurseries are springing up in every direction to compete with them especially in the East or around centers of Population.

### BLUEBERRIES

It is interesting to note what might be termed the debut of the blueberries into the horticultural world. Of course blueberries have been known and used for ages, but it is only recently an organized attempt has been made to grow and improve them so they will take rank with other cultivated fruits.

A folder illustrating the fruit in colors and offering named varieties comes from Joseph J. White, Inc., Whitesbog, New Jersey. It gives the history of the genesis of what is hoped will develop into an important fruit industry.

Miss Elizabeth C. White, daughter of the head of the company, secured the co-operation of the Department of Agriculture, which established a government blueberry experiment station in connection with Miss White's Whitesbog plantation, where Dr. Coville is conducting experiments for the U. S. D. of A.

Seven named varieties are described and offered in the folder, including early, midseason and late.

### ATTENDANCE AT KEW GARDENS

According to the Kew Guild Journal, published by an association of Kew gardeners, the following number of visitors to the Kew Gardens during 1923 were recorded, 1,186,662—Sunday total, 520,876, and week-day visitors, 665,786.

This record speaks for itself of the interest of the English people in these beautiful gardens.

The circular letter from the Southern Nurserymen's Association, issued under date of March 4th, written by O. Joe Howard, in his characteristic style, contains this statement which is pertinent to nurserymen all over the country:

"But right ahead of us is the National (American) convention, at Atlantic City, in June. At the convention is a mighty fine time to get together and get all the old scores wiped off the slate; and who is it that can go a whole year and not get something on his hip? At the convention you just naturally absorb a lot of information, and we wish our Southern folks would go. I don't believe you can spend the same amount of money in any other way to better advantage."

"He made a lot of money by grafting."

"Great Scott. Did he get away with it?"

"Certainly. He's a nurseryman."



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(*Tsuga caroliniana*)

"As you know I consider this tree (Carolina Hemlock) the handsomest conifer we can grow in New England"—Prof. C. S. Sargent, Director Arnold Arboretum, Jamaica Plain, Massachusetts, Oct. 30, 1923.

Fine specimens, 18-24 in. . . . . Send for prices

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**HARLAN P. KELSEY**

Hardy American Plants

SALEM, MASS.





## NURSERY NEWS FROM NORTH CAROLINA

J. Horace McFarlane was a recent visitor to the J Van Lindley Nursery Company, Pomona, North Carolina. While in Greensboro he made an address before the Chamber of Commerce of Greensboro, on the subject of "Civic Beautification."

Other visitors were:

A. H. Hill, Dundee, Illinois.

W. K. Labar, Stroudsburg, Pa.

E. C. Robbins, Pineola, North Carolina.

Mr. Parthemore, McFarland Publicity Service, Harrisburg, Pa., representative of Wadley & Smythe, New York City.

The Van Lindley Nursery Company recently received a solid ear of *Nandina domestica* from the far south; also a earload of broad-leaved evergreens from the Pacific coast.

Representatives of the landscape department of the J. Van Lindley Nursery Company have given talks on city and town beautification during the past winter to the following clubs:

Civilian Club, Greensboro, N. C.

Woman's Club, Mebane, N. C.

Woman's Club, Albemarle, N. C.

Kiwanis Club, High Point, N. C.

Rotary Club, Thomasville, N. C.

Reidsville Garden Club, Reidsville, N. C.

Guilford College Community Club, Guilford, N. C.

The Van Lindley Nursery Company has recently acquired an addition to their acreage at Friendship, now having a total of 400 acres.

Mr. George M. Long, expert plantsman, formerly with Holm & Olson, St. Paul, is with the landscape department of the J. Van Lindley Nursery Company.

Robert C. Young, one of the newer nurserymen, is forging ahead. He has recently increased his plant very materially. In addition to tree and shrub seedlings, he is propagating boxwood very heavily.

The City of Greensboro will employ a planting superintendent to help make the city more beautiful.

The Woman's Club of Winston-Salem, N. C., is planting 10 miles of roadway with sugar maples and crepe myrtles, alternated.

The first week in March, Greensboro was visited by one of the worst sleet storms in many years. Thousands of dollars' worth of damage was done to shade trees. There is hardly a tree left that is not disfigured in some way.

O. Joe Howard, Hickory, N. C., made a recent trip south, going as far as Jacksonville, Fla.

## FRUITFUL

"The stork has brought a little peach,"

The nurse said with an air,

"I'm mighty glad," the father said,

"He didn't bring a pair."

## HONORS FOR HARLAN P. KELSEY

Mr. Harlan P. Kelsey, Salem, Massachusetts, President of the American Association of Nurserymen, has been named by the "Council of National Parks, Forest and Wild Life," to serve on a committee to determine on a national park in the Southern Appalachian Mountains.

Mr. Kelsey is a former president of the "Appalachian Mountain Club" of Boston and will represent it on the council.

Editor, "National Nurseryman"

We are beginners in the growing of Norway Spruces. We want to learn more about what sort of soil is the best for this tree. Just what soil is best for them and the best way to treat them. Can you recommend a book treating on the subject?

Very truly yours,

E. S. H.

We gather from your letter that you will make a specialty of growing Norway Spruce and want to find out everything there is to know about this particular plant.

While books on Horticulture treat the Norway Spruce incidentally, along with other firs and spruces, we do not know of one that is likely to give you any very special information, as regards the culture of this plant. They are usually treated with other evergreens. You will find your own observations and experiences of the most value.

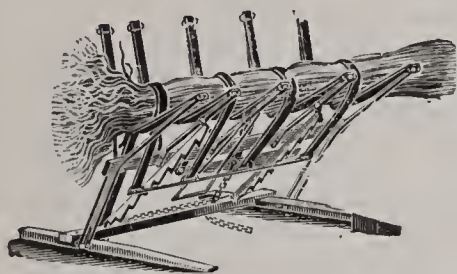
Perhaps you know it is a native of a much more northern latitude than say Philadelphia and New York. In other words it is not quite at home in this latitude—this is evidenced by the fact that it seldom attains a very great age. You will find them scattered all through the country where farmers have planted them near their homes. They will average, in age, possibly thirty to fifty years and you will seldom see one of this age that is not very much on the decline. We think this is due to the occasional hot and dry summers, which encourage red spider and other pests, which weaken the trees and cause them to lose their lower branches before they should when grown as single specimens.

The finest specimens we can recall seeing in Pennsylvania are growing in the National Cemetery at Gettysburg. They are fifty or sixty feet high with branches sweeping the ground, showing they have never suffered during any part of their existence.

We assume, however, that you are not particularly interested in the Norway Spruce after it gets past the salable size in the nurseries, say ten feet or so. In the young state they are about the easiest and free growing of the coniferous evergreens and are found to be adaptable to most any kind of soil, provided it is fairly well drained and retentive of sufficient moisture to insure their not suffering during hot, dry summers.

Deep plowing, especially if you have a hard sub soil, is advisable—it insures moisture being held in suspension. Too much manure or too rich a soil is perhaps likely to make them grow too fast, inducing them to make very long leaders, which cause the whirls of branches to be widely separated. This, however, can be overcome by





## The THOMAS TREE BALER

### Place Your Order Early for These Balers

To those who have never used a Thomas Tree Baler, we enumerate a few advantages over the old way of tree bundling.

- 1st—You save 25 to 33% box and car room by using our improved baler.
- 2nd—You will save the cost of baler during one packing season by eliminating the expense of expert labor over the old way.
- 3rd—You save money in less labor, freight, twine, straw and burlap, also the trees are baled without bruising.

These Balers Are Made in Two Sizes  
Medium, \$35 F. O. B. North Bend, Nebr.  
Large, \$40 F. O. B. North Bend, Nebr.

Terms, Cash With Order

*All Balers Are Tested Before They Are Shipped  
Further Information on Request*

*Sold By*

**G. A. MILLAR, North Bend, Nebr.**

*Successor to J. W. STEVENSON*

## Tennessee Natural Peach Seed

Write us for prices F. O. B. shipping point in Tennessee or Yalesville, Conn.

**THE BARNES BROS. NURSERY CO.**  
YALESVILLE, CONN.

## WOOD LABELS

*For Nurserymen and Florists*

**Dayton Fruit Tree Label Co.**  
South Canal St., DAYTON, OHIO



**DORMANT  
FIELD-GROWN  
ROSES**

Equal to the Best "Desert Climate Grown"  
Good Assortment—Night Letter at Once  
**HOWARD ROSE CO., Hemet, Cal.**

## WE HAVE A GOOD SURPLUS

*Of the Following:*

**APPLES, 2 year Buds**  
**PEACHES**

**CALIFORNIA PRIVET, 2 year.**  
18-24 in. 12-18 in.

Can Offer These Two Grades in  
Carload Lots

Also Have a Limited Quantity  
of 2-3 Ft.

**JAPAN WALNUTS, SHRUBS, Etc.**

*Send Us Your Want List*

We are in the market for **EVERGREENS**, 2 ft. and up; also lining out stock of all kinds.

**FRANKLIN DAVIS NURSERIES**  
INCORPORATED

**629-631 N. Howard St. Baltimore, Md.**

## BULLETIN NUMBER FIVE

Will Be Out April First

## YOU WILL BE SURPRISED

To See the Fine Assortment Offered

## WE ARE SHIPPING PROMPTLY

No Long Delay This Year

## SEND IN YOUR ORDERS

We Will Fill With Choice Stock

**SHENANDOAH NURSERIES**  
Shenandoah, Iowa

A. F. LAKE, Pres. C. B. LAKE, Vice-Pres.  
R. S. LAKE, Secy.-Treas.



clipping back to encourage bushiness. This should be done while the new growth is soft.

The Spruce makes its growth in a comparatively short period in the Spring. If you can do your transplanting just before it takes place, in the Spring, you will find it the best time. Later planting can be done after the growth has hardened and will be quite safe if they are dug with a ball and too much dryness can be avoided following the operation.

We might say in the locality named that ground that will produce a good crop of corn will grow Norway Spruce.

### THE MASSACHUSETTS ANTI-GRAFT LAW

Mr. Harlan P. Kelsey, Salem, Massachusetts, president of the American Association of Nurserymen, is working very hard for the passage of a law against bribery and graft in the state of Massachusetts.

At a hearing, before the Legislature Committee, on legal affairs, on March 11th, Mr. Kelsey along with other prominent business men of the state, appeared and urged the passage of the bill given below:

#### AN ACT RELATIVE TO CERTAIN CORRUPT CONDUCT ON THE PART OF AGENTS AND OTHERS

Be it enacted by the Senate and House of Representatives in General Court assembled, and by the authority of the same, as follows:

Section 1. Whoever gives, offers, or promises to an agent, employee, or servant, any gift or gratuity whatever, with intent to influence his action in relation to the business of his principal employer, or master; or as agent, employee, or servant requests or accepts a gift of gratuity or a promise to make a gift or to do an act beneficial to himself, under an agreement or with an understanding that he shall act in any particular manner in relation to the business of his principal, employer, or master; or an agent, employee, or servant, who, being authorized to procure materials, supplies, or other articles either by purchase or contract for his principal, employer or master, or to employ service or labor for his principal, employer, or master, receives, directly or indirectly, for himself or for another, a commission, discount, or bonus from the person who makes such sales or contract, or furnishes such materials, supplies, or other articles, or from a person who renders such service or labor; and any person who gives or offers such an agent, employee, or servant such commission, discount, or bonus shall violate the provisions of this act.

Section 2. That it shall be unlawful for any person, corporation, partnership or other organization to use or to give to an agent, employee, or servant of another, or for any agent, employee or servant, to use, approve, or certify, with intent to deceive the principal, employer, or master, any receipt, account, invoice or other document in respect of which the principal, employer, or master is interested, which contains any statement which is false, erroneous, or defective in any material particular or which omits to state fully the fact of any commission, money, property, or other valuable thing having been given or agreed to be given to such agent, employee or servant.

Section 3. That evidence shall not be admissible in any proceeding or prosecution under this act to show that a gift or acceptance of any commission, money, property, or other valuable thing as is mentioned in this act is customary in any business, trade, or calling, nor shall the customary nature of such transactions be any defense in any such proceeding or prosecution.

Section 4. No person shall be excused from attending, testifying, or producing books, papers, contracts, agreements, and documents before any court or in obedience to the subpoena of any court having jurisdiction of the offense described in the preceding sections on the ground or for the reason that the testimony or evidence, documentary or otherwise, required of him may tend to criminate him or subject him to a penalty or forfeiture. But no person shall be liable to any suit or prosecution, civil or criminal, for or on account of any transaction, matter, or thing concerning which he may testify or produce evidence, documentary or otherwise, before said court or in

obedience to its subpoena or in any such case or proceeding. Provided that no person shall be exempt from prosecution and punishment for perjury committed in so testifying.

Section 5. That any person having committed an offense within the purview of this act who shall be the first to report the facts under oath to any state's attorney and who shall give evidence tending to the conviction of any other person charged with an offense under this act, shall be granted full immunity from prosecution under this act with respect to the offense reported.

Section 6. Whoever violates any of the provisions of this act shall be deemed guilty of a misdemeanor and on conviction thereof, shall be punished by a fine of not less than ten dollars nor more than five hundred dollars, or by such fine and by imprisonment for not more than one year. If a corporation, partnership, or other organization is guilty of a violation hereof, the person or persons through whom the corporation, partnership or other organization acts shall also be deemed guilty and punished as aforesaid, except that if the person who commits the said offense acts as agent or officer of any person, partnership, or corporation to employ persons as clerks, laborers, or otherwise, the offense shall be felony punishable by a fine of not less than twenty-five dollars or more than five hundred dollars, or by imprisonment in the state prison for not more than three years. The district attorneys in their respective districts shall prosecute all violations of this section.

Section 7. That if any provision of this act shall, for any reason be adjudged to be invalid, such judgment shall not affect, impair or invalidate the remainder of the act, and that this act shall take effect immediately.

Nurserymen appearing in favor of House Bill No. 1294, at the hearing before the Committee on Legal Affairs, State House, Boston, Massachusetts, Tuesday, March 11th, at 10.30 A. M.:

Donald D. Wyman, Bay State Nurseries, North Abington, Massachusetts.

Geo. C. Thurlow, Cherry Hill Nurseries, West Newbury, Massachusetts.

Walter G. Wyman, Littlefield-Wyman Nurseries, North Abington, Massachusetts.

G. Howard Frost, Brae Burn Nursery, Newton, Massachusetts.

Richard M. Wyman, Framingham Nurseries, Framingham, Massachusetts.

Kelsey, Harlan P., President, American Association of Nurserymen, Salem, Massachusetts.

Mr. Kelsey ascertained that the American industry is honeycombed with bribery and graft, which increased and added unfair costs to the ultimate consumer.

The proposed bill would grant immunity to which every party confessed first, that is based upon a law now in successful operation in New Jersey and elsewhere. Mr. Kelsey charged that in his own dealings, as a nurseryman, with park commissioners and other public officials, that attempts had been made to extort money from him.

It speaks well for the nursery industry that so many nurserymen, among the business men of the state of Massachusetts, are working for the passage of such a bill and whatever may have been said and charged to the contrary there is no trade, nor profession, more anxious to do clean, honest business, than the nurserymen.

Hemet, California, Feb. 27, 1924.

Dear Sir:

Owing to a fire Sunday, the 24th inst., which destroyed our office, packing houses and cellars, as well as a large quantity of dormant rose bushes, we are unable to fill any additional orders this season.

Fortunately a very large portion of our year's business was complete and only a few orders were lost; also our office records are safe.

We have much to be thankful for.

HOWARD ROSE COMPANY.





## SPHAGNUM MOSS

Clean Eastern Gathered. Superior to Western Stock—Burlaped

1 Bale \$2.50—10 Bales \$22.50  
*Special Price on Car Lots*

Sheet Moss .....	per bag	\$ 2.50
Hanging Baskets .....	6 in., per 100	12.00
New Style .....	8 in., per 100	15.00
	10 in., per 100	20.00
	12 in., per 100	25.00
	14 in., per 100	30.00
Extra heavy greenhouse baskets ...	14 in., per 100	45.00

**THE KERVAN CO.**

119 West 28th St.

**NEW YORK**

## NORTHERN VARIETIES

Apple, Currant, Gooseberry, Blackberry, Raspberry (transplants and Sucker plants). Lining out stock from green wood cuttings, vines, Yucca and Phlox.

### *Evergreens By the Million*

Arbor Vitae—American	Irish Juniper
Arbor Vitae—Compacta	Jack Pine
Arbor Vitae—Douglas Golden	Juniper Savina
Arbor Vitae—Globosa	Juniper Tamariscifolia
Arbor Vitae—Hoveys Golden	Norway Spruce
Arbor Vitae—Pyramidalis	Pinus Mugho
Arbor Vitae—Siberian	Pinus Flexilis
Arbor Vitae—Tom Thumb	Pinus Ponderosa
Arbor Vitae—Orientalis	Norway Pine
Arbor Vitae—Geo. Peabody	Pitch Pine
Austrian Pine	Pinus Densiflora
Balsam Fir	Red Cedar
Biota Orientalis	Red Spruce
Black Hills Spruce	Retinispora (2 varieties)
Colorado Blue Spruce	Swedish Juniper
Concolor	Scotch Pine
Douglas Spruce	White Pine
Engelmans Spruce	White Spruce

A Fine Stock of Large-size Shade Trees

Especially Attractive Prices on Large Orders

**SHERMAN NURSERY CO.**

Charles City : Iowa

## The Best Tree Digger on Earth



Used and Recommended by Leading Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
**LOUISIANA, MO.**

## AN UNQUALIFIED SUCCESS



Bolens Power Hoe cultivating evergreen seedlings at Canadian Government Forest Nurseries, Indian Head, Saskatchewan.

## THE BOLEN'S POWER HOE

*is used and endorsed by leading growers everywhere.*

The BOLENS is a motorized wheel hoe with an Arched Axle for clearance and a Tool Control for accurate guidance in close weeding and cultivating. A Differential Drive makes turning easy.

All attachments instantly interchangeable. A great labor saver.

*Send for Catalog With Letters From Nurserymen*

**GILSON MFG. COMPANY**

331 Park St. Port Washington, Wis.



## IRRIGATION IN MICHIGAN

Experiments with irrigation on sand lands in the Muskegon district, carried on during the last few years, have proved that the use of water will convert these soils into fruit and truck farms that are the equal of any horticultural lands in the country.

The effect of these experiments will be momentous, in the opinion of those who have been seeking a way to reclaim the sand lands found along many parts of the Lake Michigan shore in Western Michigan. A development that will write a new chapter in the history of American agriculture is foreseen in this section, rivaling that which has taken place in the arid regions of the west and southwest.

Western Michigan is recognized as the most important fruit country in the middlewest. A part of the soil has been regarded as unsuited for agriculture of any kind, however, and the discovery that irrigation will make it valuable as fruit growing land will double the acreage devoted to horticulture, in the opinion of persons who have studied this phase.

That this reclamation cannot be brought about by waving a fairy wand is emphasized, however. Installation of overhead irrigation systems in Western Michigan costs at least \$600 an acre, while the soil to be irrigated must be heavily fertilized if good results are to be obtained. Fertilization must be carried on every year, but the irrigation system, once installed, usually lasts for many years. The cost of operating the system is almost negligible, one gallon of gasoline furnishing sufficient power to water an entire two acre tract, the water being pumped from a depth of 18 feet. About 9,000 gallons of water is required to water a tract of this size each 24 hours.

The profits from operating a small irrigated farm in West Michigan are comparatively high, according to local men who farm in this way. C. E. Randall, who placed two acres of his farm near here under irrigation last year is authority for the statement that he will be able to make a net profit of between \$3,000 and \$4,000 a year from the two acre parcel of land. The irrigation system permits him to raise three crops of garden truck each season, instead of one crop, as is the case on non-irrigated soil. Profits are derived, he says, because he is able to place tomatoes, cabbage, melons and other products on the markets a considerable time before growers on non-irrigated lands can offer their crops. Mr. Randall stresses the fact that one family could not possibly care for more than two or three acres of irrigated land, because of the immense amount of work involved. For six months in the year, however, the farmer on this type of land enjoys a complete vacation. William K. Firth, who for several years has farmed about three acres of irrigated land, spends each winter in Florida.

Mr. Randall submitted figures to show that the cost of installing an irrigation system runs about \$600 to the acre, it having cost him slightly more than \$1,200 to provide the watering device on his two acre tract. The cost of the materials, which included pipe, pipe posts, an engine, and a pump, was \$1,129.05, while labor charges for installing added \$85, making a total of \$1,214.05.

Water in the Muskegon district is easily available. The district is dotted with lakes and is a network of streams. Farms located some distance from the lakes and streams are not at a disadvantage, because water always is found at from 4 to 18 feet below ground. Mr. Randall has three wells on his two acre tract and 18 feet is the longest distance he was obliged to drill.

The farmer who tills irrigated soil must work 16 hours a day during the growing season if he wishes to succeed, Mr. Randall has learned. Watering begins each evening about six o'clock. The gasoline engine on the Randall farm has a pressure of 50 pounds, pumping 3,000 gallons of water an hour. Three hours time is required to water the two acres, one acre being irrigated at a time.

The overhead type of irrigation is used exclusively in this section. The pipes which carry the water are mounted on posts eight feet above the ground. The pipe lines are 50 feet apart and the pipes can be turned to spray on either side. Ditch irrigation, such as is employed in the west and southwest, is impossible in this section because of lightness of the soil.

Glenn M. Porter, of Muskegon, chairman of the Agricultural Committee of the Greater Muskegon Chamber of Commerce, has conducted much of the research work in irrigation that has been carried on here in recent years. Mr. Porter has an irrigation experimental station on his farm near this city and has made many valuable discoveries. He has proved that irrigation is a guarantee against frost during the spring and autumn, and following his suggestions, many growers have saved their crops when threatened by cold. The water spraying over the plants forms a blanket that keeps out the cold.

"Our experiments have proved that light sandy soil can be made highly productive by the use of fertilizer and water," Mr. Porter said. "With the growth of our industrial centers in the middle west the demand for fresh fruits and vegetables during the entire growing season has increased remarkably. This provides a special line of farming as important as the raising of general crops.

"Among the most notable discoveries made here in recent years are that fruits grown on irrigated lands mature much earlier than those on dry lands, that production is from five to ten times greater, and that the products of the watered soil are far superior to those raised on non-irrigated acres. Fruit grown on non-irrigated sandy soil is seedy and lacking in flavor in dry seasons. Those grown on adjoining lands that are irrigated are large and luscious. From 130 to 160 black raspberries grown on non-irrigated lands are required to fill a quart box, while only 60 to 70 similar berries from irrigated soil fills a container of like size."

Raspberries, strawberries, and other small fruits have been found to produce excellently on Muskegon county irrigated soil. Many local growers are devoting considerable acreage to the ever bearing strawberry, which does exceedingly well here when supplied with sufficient moisture at the right time.

The irrigation of farm lands east of the Mississippi is not an innovation, the farmers of Connecticut having adopted the plan years ago. From the Connecticut irrigated farms comes a large part of the produce that supplies the markets of the New York metropolitan district.

The Connecticut farmers produce two crops a year by means of irrigation, growing each crop at the same time. Cabbage is one of the chief crops and while the cabbage is young a crop of some other vegetable is produced between the cabbage rows. The second vegetable has been harvested before the cabbage needs room in which to head.

One of the factors that is of great assistance to Muskegon county horticulturists and truck growers is the splendid marketing facilities. Paved highways lead into Muskegon from virtually every part of the country, while the remaining roads are hard gravel. The Greater Muskegon industrial community comprises a population of about 55,000, and these persons are buyers of Muskegon county produce. Chicago's millions are but one night away by steamer, goods placed aboard vessels here in the evening being delivered in the loop district early the following morning. Daily service across Lake Michigan to Milwaukee also is afforded.

This center is linked with other consuming localities by three large railroad systems. There also is an electric interurban line to Grand Rapids, which is only 45 miles away. The Grand Rapids community also may be reached easily over either of two paved highways. The ease with which Muskegon growers can market their produce and fruits within from 12 to 24 hours after they are gathered has played an important part in developing horticulture and agriculture here.

Farmers in this vicinity rapidly are adopting the irrigation idea. At this time there are a number of irrigated farms, but the percentage is small compared with the total number of tracts under cultivation. Mr. Porter expresses the belief that within five years the number of irrigated farms will have doubled, at least.

## THE PACIFIC COAST NURSERYMEN

The Pacific Coast nurserymen are drawing closer together and co-operating to prevent waste in the form of brush piles with the attendant evils of price cutting and business failures.

C. A. Tonneson, secretary of the Pacific Coast Association of Nurserymen, says:

"In the matter of fruit stocks, nurseries on the Pacific Coast are reducing to conform to less demand on the part of commercial fruit growers until marketing conditions for fruits are improved.

"The business in ornamental stock lines is about all that can be desired. The clean-up in that line will be very good. There is a growing demand for lining out stock and for shapely materials ready for planters.

"Nurserymen all over the Pacific Coast are reducing plants for trees to be sold season 1924-25 on an average of about 35% as compared with last year. The nurser-



# SPECIAL QUOTATIONS

Will Be Made on Following Stock on Application

## FRUIT

300	Plum, Lombard	11-16 inch
1000	Cherry, Montmorency	11-16 inch
1000	" Richmond	11-16 inch
600	Peach, Carmen	9-16 inch, up
700	" "	7-16 to 9-16 inch
1000	Currant, London Market	2 yr. No. 1
1000	" "	2 yr. No. 2
1000	" Wilder	2 yr. No. 1
1000	" "	2 yr. No. 2
1000	Grape, Catawba	2 yr. No. 1
2000	" "	2 yr. No. 2
10000	" Concord	2 yr. No. 2
5000	" Niagara	2 yr. No. 1
8000	" "	2 yr. No. 2

## VINES

1000	Ampelopsis engelmannii	2 years
1000	Aristolochia siphon	2 years No. 1
	(Large Leaved, grafted)	
1000	Aristolochia siphon	2 years No. 2
	(Large Leaved, grafted)	
2000	Clematis paniculata	2 years
2000	Lonicera Halleana	2 years
900	Lycium chinensis	2 years
750	Pueraria thunbergii	1 year

## ROSES

**Strong, No. 1**

2000	Frau Karl Druschki	600	Tom Wood
1500	Paul Neyron	1000	Gruss an Teplitz
	700	Rugosa rubra	

## SHRUBS

6000	Ligustrum Amurense	2 years, 1 to 1½ feet
8000	" "	2 years, 1½ to 2 feet
2000	" Iboia	2 years, 1 to 1½ feet
5000	" "	2 years, 1½ to 2 feet
15000	" ovalifolium	1 to 1½ feet
15000	" "	1½ to 2 feet
2000	" vulgaris	1 to 1½ feet
1000	" "	2 to 3 feet
1000	Philadelphus coronarius	1½ to 2 feet
2000	" "	2 to 3 feet
1000	" Ilemoine	2 to 2½ feet
5000	Spiraea VanHoutte	1½ to 2 feet
7000	" "	2 to 3 feet
1500	Symphoricarpus racemosus	1½ to 2 feet
1500	" "	2 to 3 feet
500	" "	3 to 4 feet
500	" vulgaris	2 to 3 feet
1000	" "	3 to 4 feet
700	Tamarix Africana	2 to 3 feet

## ORNAMENTAL

1000	Catalpa bungei	1 year heads
1000	" "	2 year heads
1000	Platanus orientalis	1½ to 1¾ inch
1000	Quercus palustris	8 to 10 feet
1000	" "	1¼ to 1½ inch
1000	" rubra	8 to 10 feet
1000	" "	1¼ to 1½ inch
1000	" "	1½ to 1¾ inch
1000	Elm, American	6 to 8 feet
1000	" "	8 to 10 feet
500	" "	1¼ to 1½ inch

If Not Already Received, Send for Our **TRADE LIST** and **SPECIAL SURPLUS LIST**

**THE COLE NURSERY CO.**

Painesville

Ohio

## HOOPES, BRO. & THOMAS CO. THE WEST CHESTER NURSERIES

West Chester, Pa.

Established 1853

Incorporated 1907

**APPLES**—All the leading varieties. If you want to please your customers send them some of our 2 yr. buds and 3 yr. grafts as they are the finest we ever saw.

**PEACHES**—Strong. Belle, Carman, Elberta, J. H. Hale, etc.

**Norway Maples**—1½" caliper and up. As good as you ever saw.

**Boxwood, Pyramidal**

**Abies Nordman's**

**Arbor Vitae compacta, conica densa & globosa.**

**Retinosporas** as follows: argentea, compacta filifera, filifera aurea, pisifera, pisifera aurea, plumosa aurea.

**Spruce, hemlock, oriental, polita and white.**

**Send Us Your List of Wants**

## General Assortment —OF— NURSERY STOCK



FRUIT TREES

SMALL FRUITS

RHUBARB

SHADE TREES

SHRUBS

ROSES

APPLE SEEDLINGS

CLEMATIS PAN

CATALPA BUNGEII

Let us have your want list for special quotations

**A. WILLIS & CO.**

OTTAWA, KANSAS



ies which are supplying only a local trade and have not expanded to any large extent during the past three years, naturally make a less per cent. of reduction than do the nurseries which have increased their plants in large proportions anticipating increased commercial fruit growing development. The change for reduction is made by each nursery firm for its own protection against loss, on assured market basis, for in proportion as more trees are grown than planters can use, beyond a margin of 20 to 25 per cent. to provide for the normal variation of choice on the part of purchasers, will be the measure of loss to the nursery which over-estimates its distributing and marketing ability. The general co-operation on the part of a large majority of nurserymen on the Pacific Coast to reduce needless waste of energy, material and money in the nursery industry is taking form for effective results.

"The individual nursery which does not sell at least 75 per cent. of all stock it grows will be the loser in proportion as its bon-fire increases beyond a 25% margin and naturally in the same ratio as the product loses its market value credit will be undermined. The same principle applies to members of the vocation collectively when over-production on the part of one or more affects them as a body. The law of supply and demand is far reaching in its effects, hence the need of co-operation, on a fair play basis, to maintain a normal balance.

"The large volume of money which has been spent by the consuming public of this country in channels of pleasure, including machines, sight-seeing and the movies, is finding its way back into the arteries of trade which supplies a greater variety of foods, including a normal consumption of fruits. It is safe for nurserymen to figure on a gradual increase when normal planting is again resumed, but plunging is unsafe."

#### THE PACIFIC ASSOCIATION OF NURSERYMEN

The 22nd annual convention of the Pacific Coast Association of Nurserymen will be held at Yakima, Wash., July 15, 16 and 17, 1924. This is a central point and a good attendance is anticipated.

#### UNITED STATES CIVIL SERVICE EXAMINATION

The United States Civil Service Commission announces the following open competitive examination:

##### Junior Entomologist

The examination will be held throughout the country on April 23. It is to fill vacancies in the Bureau of Entomology, Department of Agriculture, at entrance salaries ranging from \$1,440 to \$1,800 a year, plus the increase of \$20 a month granted by Congress.

Applicants must have graduated with a degree from a college of recognised standing, with specialization in entomology. Senior students in such course will be admitted to this examination subject to their furnishing proof of actual graduation within three months from the date of the examination.

There has been difficulty in securing a sufficient number of women eligibles for this position and qualified women are, therefore, urged to apply.

Competitors will be rated on practical questions in entomology, a thesis to be delivered to the examiner on the day of the examination, and education, training, and experience.

Full information and application blanks may be obtained from the United States Civil Service Commission, Washington, D. C., or the secretary of the board of U. S. civil-service examiners at the post office or customhouse in any city.

## Obituary.

GEORGE J. BRAUN

George J. Braun died at his home in Denver, Colorado. About two years ago Mr. Braun fell from a tree which he was pruning and broke his leg. This began an illness from which he never recovered.

He was one of the pioneer nurserymen of the state starting in the business in 1890 when little attention was given to the planting of ornamentals in that state. The grounds of numerous residents and including the capitol grounds will show the results of his labors for many years to come.

CHAS. G. FERGUSON

Mr. Chas. G. Ferguson, veteran nurseryman of Denver, Colorado, and well-known travelling representative of the Mount Arbor Nurseries, passed away March 20th at his home in Denver.

Mr. Ferguson was taken suddenly ill on March 17th, his condition being such that three able physicians advised an operation, which occurred March 19th. The operation was not successful, and he died the following day, about twenty-four hours later.

The funeral was held at his home March 23rd, under the auspices of the Knights Templar, Blue Lodge Masons and Radiant Chapter Eastern Stars of Denver. He was a Scottish Rite Mason, member of the Knights Templar, and of the O. E. S., and had served as Grand Worthy Patron of the Eastern Star for the State of Missouri.

He was remembered with a large number of beautiful floral offerings from his friends among the nursery fraternity, the fraternal organizations, neighbors and friends in Denver.

He is survived by his widow, Anna B. Ferguson, 2253 Vine street, Denver, Colorado, and his son Carlisle.

Mr. Ferguson had been identified with the nursery industry since a young man, devoted the greater part of his time in selling. His first experience was in selling nursery stock from Rochester, New York. He gradually worked West until in 1892 he and his brother, A. M. Ferguson, established the Northern Nursery Company at Denver. His brother passed away last May, and his heirs disposed of their interest to Mr. Chas. G. Ferguson and his son Carlisle.

Some years after establishing the Northern Nursery Company at Denver, Mr. Ferguson purchased the Kelsey Nurseries of St. Joseph, Mo., afterward disposing of this business to G. L. and E. S. Welch, the present owners.

The business at Denver will be continued by his son, Carlisle Ferguson, who has been in active charge of the business since A. M. Ferguson's death.

Mr. Chas. G. Ferguson for the past ten years, during the greater part of the year, represented the Mount Arbor Nurseries of Shenandoah, Iowa, by calling on the wholesale trade. His customers were his best friends, and they were shocked to learn of his sudden death.

He was one of the best known trade representatives in



# THE NEW HARDY IBOLIUM PRIVET

PRETTY AS CALIFORNIA  
HARDY AS AMOOR RIVER

SELECTED PLANTS 2 to 3 Feet 5 Branches and Over  
Kudzu Vine Tamarix Honeysuckle Fruits and Ornamentals  
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Peach Trees, Year Old, 3-4 ft. and 2-3 ft.  
*Special Prices on These Grades*

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June Buds, 2-3 ft., 18-24 in., and 12-18 in.  
*Good Assortment*

Shade Trees, Shrubs and Privet Hedge  
*All Grades. Write for Prices.*

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The New Hardy Hedge Privet

A cross between Ibota and Ovalifolium. This new hybrid possesses the attractive characteristic of California Privet with the hardiness of Ibota.

It is of vigorous growth developing no constitutional weakness or susceptibility to blight or disease. It is upright in its habit with glossy round foliage and fills out even fuller at the bottom than does the California Privet.

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FINE LOT OF GRAPES—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware  
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SILVER MAPLE—Sizes 1 to 4 in.  
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GRAPES, CALIFORNIA PRIVET	

Contract Now

Correspondence Invited

# LABELS FOR NURSEYMEN

## THE BENJAMIN CHASE CO. DERRY N. H.



the nursery industry of the United States, and will be mourned by his many friends.

#### WILLIAM H. MASTIN

William H. Mastin, Newark, N. Y., died at the General Hospital, Rochester, March 25th.

Mr. Mastin had been ill for several weeks in that hospital and the Clifton Springs Sanitarium.

His many friends in the nursery trade will be deeply grieved to hear of his untimely death as no one could be more loved and respected.

Only 42 years of age, yet he had won for himself an enviable position and accomplished more than many of us twice his age. His tireless energy, cheerfulness, and devotion to duty made his life a sacrifice for others. He was twice elected president of the New York State Nurserymen's Association.

At the time of his death he was manager of the Wholesale department of the C. W. Stuart Company, Newark, N. Y. Accepting ever more work and responsibility with a smile, he drove ahead, and kept on driving, and the extent to which Newark's fame as a nursery center is due to him, few beyond his immediate associates in the business will ever know.

The esteem with which he was held in his community as husband, father and fraternal brother was of the highest order. Steadfastness to the principles of the Masonic fraternity won him signal distinction in that order.

Mr. Mastin was born in Galen, Wayne county, New York, on May 21, 1881, the son of John H. and Carrie B. Mastin. After attending rural school, he came to Newark about twenty-two years ago, and completed his education in the Elms Commercial School. At this time he accepted a clerical position with C. W. Stuart & Company. Specializing in the wholesale department of these nurseries, he progressed rapidly until for some time prior to his death he was manager of the wholesale department of the Stuart Nurseries, assuming most of the active work in connection with the growing and shipping.

Besides his wife, deceased is survived by two children, Nancy, aged nine, and Richard, aged seven; by his brother, Jesse C. Mastin, of Geneva, and his father, John H. Mastin, of Clyde.

#### CATALOGUES RECEIVED

- Whitesbog Blueberry Nurseries, Whitesbog, N. J.  
Folder offering Named Kinds of Blueberries.
- Buntings' Nurseries, Selbyville, Del.  
Bulletin No. 3.
- Jackson & Perkins Company, Newark, N. Y.  
Bulletin No. 7 and a Form Letter Offering Lodense Privet.
- Howard Hickory Company, Hickory, N. C.  
Retail Price List.
- J. H. Skinner & Company, Topeka, Kansas.  
Wholesale Trade List.
- Vaughan's Gardening Illustrated, Vaughan's Seed Store,  
10-12 West Randolph Street, Chicago.
- Blue Grass Nurseries, H. F. Hillenmeyer & Son, Lexington,  
Ky. Retail Catalogue Copiously Illustrated and Finely  
Gotten Up.
- The Conrad & Jones Co., West Grove, Pa.  
Trade Bulletin No. 2.
- Paramus Nursery, Inc., Ridgewood, N. J.  
Hardy Perennials, Conifers, Trees, Shrubs.
- J. C. Grossman, Wolcottville, Ind.  
Retail Price List.

- T. W. Rice, Geneva, N. Y.  
Wholesale Trade List Bulletin No. 2.
- Almon S. Sawyer, Mentor, Ohio.  
Eleventh Annual Price List.
- Leesley Bros. Nursery, Chicago, Ill.  
Wholesale Catalogue.
- Griffing Nursery, Beaumont, Texas.  
Wholesale Catalogue.
- Laurence J. Farmer, Pulaski, N. Y.  
Farmer's Catalogue for 1924.
- Princeton Nurs., Princeton, N. J.  
Wholesale Price List.
- Kelsey Nurs., St. Joseph, Mo.  
Wholesale Price List.
- Malmo and Co., Seattle, Wash.  
Price List.
- D. Hill Nur. Co., Inc., Dundee, Ill.  
Lining Out Stock.
- Gilson Manufacturing Co., Port Washington, Wis.  
Bolens Broadcaster.
- Poughkeepsie Nur. Co., Poughkeepsie, N. Y.  
The Economizer.
- Roman J. Irwin, Inc., 43 West 18th St., New York, N. Y.  
Bulletin for Customers.
- Harrisons' Nurs., Berlin, Maryland.  
Price List.
- Conyers B. Flew, Jr., Germantown, Pa.  
Price List.
- Conard and Jones Co., West Grove, Pa.  
Bulletin No. 2.
- De Baun and Co., Wyckoff, N. J.
- Huntsville Wholesale Nurs., Inc., Huntsville, Ala.  
Box List, No. 1.
- Young's Aurora Nurs., Aurora, Ill.  
Wholesale Price List.

#### WHITE-OAK ACORNS AS FOOD

One of the principal foods of the North American Indians was meal made from white-oak acorns. Unlike turkey, squash, tobacco, and Indian corn, this food has never become popular with the white man and is seldom heard of to-day, though our white oaks continue to yield heavy crops and the few remaining Indians from Wisconsin to Washington still make use of them. The process of manufacture varied with the different tribes and with the species of the oak from which the acorns were taken. The following dispatch from a Washington paper describes the process still in use by the Klickitat Indians of the Pacific coast:

The Indians of Massachusetts parched the fresh acorns and stored them in that condition. The early records of the Pilgrims tell of the discovery, during their first hard winter, of such a store buried in baskets in the ground. The meal was used in various ways. Probably the commonest was to make it into hoe cakes which were baked in the ashes, but the Indians of the Great Lakes region boiled it as mush, usually combined with maple sugar and often with the further addition of venison.

With a modern kitchen equipment the acorn meal can easily be prepared at home. After husking the acorns they should be ground in a hand-grist mill or food-chopper. The meal is then mixed with hot water and poured into a jelly bag. The bitter tannin, being soluble, will be taken out by the water, but sometimes a second or even third washing may be necessary. After washing, the wet meal is spread out to dry and then parched in an oven. If it has caked badly it should be run through the mill again before using.

In cooking, acorn meal may be used in the same way as corn meal. Its greatest fault is its color, muffins made from it being a dark chocolate brown. The taste suggests a mixture of corn-meal and peanut butter, and some people relish it at once, but others, it must be confessed, have to be educated to it. Because of the high oil and starch content of the acorn, it is very nutritious and is reported to be easily digested. Only acorns from white oaks should be gathered, as those from the black oaks are too bitter. The white oaks have flaky gray bark and leaves which are not spine-tipped. Typical Missouri representatives of this group are the white oak, the swamp oak, the bur oak, and the chestnut oak. The small pile of acorns shown in plate 3 made nearly two quarts of meal.—MISSOURI BOTANICAL GARDEN BULLETIN.



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No. 1 Grade

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**Greatest Achievement**

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Box 32

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Altheas, Barberry Thunbergii, Deutzias, Loniceras California Privet, Amoor River North Privet, Amoor River South Privet, Spirea Van Houttii.

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Ours were gathered in mountainous sections, away from commercial orchards, and are as fine as we have ever seen in our long experience covering a period of over 25 years here and elsewhere; they will run 7000 to 8000 to the bushel of fifty pounds, an unusually large per cent. of small naturals. Price on request.

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## THE NURSERY PROFESSION AN ANCIENT ONE

Dr. George A. Barton, professor of Semitics at the University of Pennsylvania, in translating the laws of the Hittite Empire, finds the culture of fruit trees was practiced over 3300 years ago by those people.

According to the Philadelphia Public Ledger, he says:

"The laws were evidently written down some time between 1390 and 1320 B. C. The Hittites were an agricultural people, and the land was granted out by the king or the city in return for military service or some other duty for the state.

"A number of fruit trees are specified, among them the pear, the apple and the pomegranate. In the code of Hammurabi most of the attention is given to date trees.

"Several of the laws specify penalties for stealing bees. The code is evidently a revision of an earlier one, and in almost every case the penalty is lighter, thus indicating a continually enlightened civilization. The penalty for stealing a hive of bees in the older code, it says, was that the bees should sting the thief to death. But the revised code specified the payment of a fine. For offenses punishable by a fine of twelve shekels, under the older code, the new code specified a fine of six shekels."

## WANTED

"Nursery near Chicago is looking for competent field foreman, packing house foreman and specialty growers for ornamental and general stock. Address applications to LOCK BOX 701, Chicago, Illinois."

## WANTED

A first-class, skilled propagator. Give references, etc., in first letter.

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Growers of Small Fruit Plants  
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INCORPORATED 1902

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HATBORO, PENNA.

When writing to Advertisers please mention the National Nurseryman.

## PLAN TO PLANT ANOTHER TREE

The Tree Lovers' Association of America, Secretary J. A. Young, Aurora, Illinois, has sent out a circular letter making a strong plea to nurserymen to assist in carrying out its program of publicity to encourage planting.

Secretary Young points out how the movement has been financed by a very small proportion of nurserymen and points out the tremendous publicity accomplished by the Plan to Plant Another Tree slogan.

It is proposed that the movement be financed by the sale of \$3.00 memberships in the Tree Lovers' Association.

The budget calls for at least \$6000. Will you be one of 2000 nurserymen to keep this great work going?

**Why Not!** Place an Advertisement in  
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Elderberries	Iris	Calycanthus Seedling
Currants	Mulberries	Hydrangean P. G. Layers
Gooseberries	Sage	Russian Olive Seedlings
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We are headquarters  
for Taxus Canadensis,  
Rhododendron Carolini-  
anum and Azalea  
Kaempferi.

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**FRAMINGHAM NURSERIES**

**Framingham, Mass.**

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

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WRITE FOR PARTICULARS

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**American Steel Band Co.,**

888 Progress Street,

PITTSBURGH, PA

# L. R. TAYLOR & SONS

TOPEKA - - - KANSAS

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*We Offer for Spring, 1924:*

Apple Trees (1 and 2-year)

Peach Trees

Cherry Trees

Plum Trees

Apple Seedlings

Apple Grafts

White Elm Trees, all sizes



TREES

SHRUBS

EVERGREENS

We are ready to quote prices on a very  
complete list of Ornamental Stock.

Stock grown wide apart is bushy and well  
rooted, especially suitable for wholesale or  
retail trade.

WRITE FOR PRICES

CATALOGUE NOW READY

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**THOMAS B. MEEHAN CO.**

WHOLESALE NURSERYMEN

DRESHER :: PENNA.



# Special List Wholesale Surplus

Can Ship Order Same Day As Received. Write or Wire Quick. All Stock in First-class Condition. See Our Complete List For Other Items.

## PEACH TREES (Harrison Grown)—First Class Ready For Immediate Shipment

	6-7 ft. 3 1/4 in.	5-6 ft. 9 1/8 in.	4-5 ft. 1 1/2 in.	3-4 ft. 7 1/16 in.	2 1/2-3 ft. 5 1/16 in.	1 1/2-2 ft.
Hiley .....	900	10000	9000	8000	7000	5000
Elberta .....	1000	1000	8000	4000	30000	40000
Brackett .....		50	500	3500	3000	200
Krummels .....	500	400	100	300	3000	300
Mamie Ross ....	900	800	500	700	1000	800
Champion .....	180	800	1500	3000	2000	450
Beer Smock ....	600	400	300	300	200	
Iron Mountain ..	300	200	300	1500	200	2600
Fox .....	900	1300	300	600	500	290
Salway .....	600	1000	400	300	300	
Carman .....	1200	5000	4000	5000	3500	2500
Ray .....	100	200	200	400	300	1200
White Heath Clg.	300	1200	600	500	700	200
Slappey .....	100	100	100	100	100	200
Francis .....	100	900	2000	500		500
Belle of Georgia .	200	1000	1000	2000	3000	1500
Bilyeu .....	50	50	50	50	50	25
Weaver .....	50	50	50	50	50	25

## PEARS—2 yr. Budded on French Seedlings

	6-7 ft. 11 1/16 in.	5-6 ft. 5 3/8 in.	4-5 ft. 1 1/2 in.	3-4 ft. 7 1/16 in.
Bartlett Standard	1000	1000	500	
Bartlett Dwarf ...			500	
Seckel Dwarf ....	250	300	400	
Seckel Standard .	300			
Clapps Favorite .	1500	400	300	
Lawrence Standard		75	100	
Anjou Standard .	200		200	
Duchess Dwarf ..		600	1000	600
Flemish Standard			75	

## PLUMS—2 yr. Budded on Plum

	5-6 ft. 5 3/8 in.	4-5 ft. 1 1/2 in.	3-4 ft. 7 1/16 in.
Imperial Gage ...		50	
Burbank .....	200	150	
Lombard .....	1100	500	
Red June .....			300
German Prune ..	100	200	100
Shropshire Damson	250	100	100
Bradshaw .....	150	300	150

## APPLE TREES—2 yr. Budded (Harrison Grown)

	6-7 ft. 3 1/4 in.	5-6 ft. 5 3/8 in.	4-5 ft. 1 1/2 in.
Yellow Trans. ...	1000	1000	500
Williams .....	1000	1000	1000
Winesap .....	1000	1000	500
York Imperial ...	3000	3000	2000
Paragon .....	500	500	500
Gano .....	500	500	200
Rome Beauty ...	5000	3000	1000

## CHERRY—2 yr. Budded on French Seedlings

	6 ft. 11 1/16 in.	5 ft. 9 1/16 in.	4 ft. 1 1/2 in.
Black Tartarian .	500	100	200
Dyehouse .....	200	100	200
Lambert .....	100		100
Schmidt .....	150		
Bing .....		200	50
Gov. Wood .....		300	275
Yellow Spanish .		80	200
May Duke .....		900	

## APPLE TREES—1 yr. Budded (Harrison Grown)

	5-6 ft. 5 3/8 in.	4-5 ft. 1 1/2 in.	3-4 ft. 7 1/16 in.	2-3 ft. 5 1/16 in.	1-2 ft.
McIntosh .....	3000	3000	2000	1000	500
Yellow Trans. ...	1000	1000	500	500	500
York Imperial ..	2000	1000	1000	500	500
Gano .....			1000	1000	1000
Ben Davis .....			1000	1000	1000
Paragon .....	100	100	200	200	200
Duchess .....	500	1000	1000	500	500
Stayman's .....				1000	500
Wealthy .....			1000	500	500
Grimes .....	500	1000	1000	500	500
Red Flowering Peach		4-5 ft. 300			
Pink Flowering Peach		300			

## CHERRY—2 yr. Budded on French Seedlings

	4 1/2 ft. 11 1/16 in.	4 ft. 9 1/16 in.	3 1/2 ft. 1 1/2 in.	3 ft. 7 1/16 in.
Montmorency ...	1000	700	400	300
Early Richmond .	900	450	200	
Black Tartarian .	400	275	160	
(1 year)				

## ASPARAGUS—2 year roots

Palmetto Conovers

## GRAPE VINES

50,000 Concord—1 year, No 1.  
50,000 Concord—1 year, No. 2.  
25,000 Moore's Early—1 year, No. 1.  
25,000 Moore's Early—1 year, No. 2.

## STRAWBERRY PLANTS

200,000 Klondyke  
100,000 Gandy  
100,000 Missionary  
50,000 Bubach  
100,000 Progressive Everbearing

Ask For Our List of Large Evergreens, Shade Trees and Flowering Shrubs

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



MAY 1924

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## STRAWBERRY PLANTS

*New Land Grown*

Our plantings consist largely of the new and old standard and everbearing varieties, and are all new land grown, free from disease, well rooted, healthy and TRUE TO NAME. Let us take care of your wants in Strawberry plants, shipping to you; or DIRECT to your customers using your tags. If you are not receiving our trade lists ask for a copy which prices other small fruit plants: Grape Vines, Asparagus roots, also fruit trees, California Privet, Barberry Thunbergii, Flowering Shrubs, etc.

## BUNTINGS' NURSERIES

G. E. Bunting & Sons, Proprietors

Selbyville : Delaware

## Mount Arbor Nurseries,

E. S. WELCH, PRES.

SHENANDOAH, IOWA.

### APPLE SEEDLINGS

Now is the time to place your orders for APPLE SEEDLINGS for winter grafting and next spring's plant for budding.

We have an exceptionally fine lot of strong, WELL MATURED seedlings. These seedlings were kept thoroughly SPRAYED throughout the growing season and were not dug until in November when well matured. THEY WILL PLEASE.

### JAPAN PEAR SEEDLINGS

In addition to the Serotina, the variety commonly grown, we have Ussuriensis and Calleryana, varieties more blight resistant.

### IMPORTED FRENCH SEEDLINGS

We still have Apple, Pear, Myroblan and Manetti Rose Stocks to offer.

### GENERAL NURSERY STOCK

We have the largest and most complete line of general nursery stock in the United States.

WINTER TRADE LIST ready in December.

With our unsurpassed STORAGE FACILITIES, are able to make shipments all winter.

*Send Us Your Want List*

## OUR BULLETINS

Are Moving Every Few Days Now

IF

You Do Not Check Them You Are

**LOSING MONEY**



**C. R. BURR & COMPANY, Inc.**

GENERAL NURSERYMEN


MANCHESTER : CONN.

We do not sell at wholesale to retail buyers.

Use printed stationery.



*The Preferred Stock*



**Cellar Count**

Our "cellar count" has brought to light a number of items that our previous records show as having been sold. There are some real surprises which will be of interest.

*These and other special offers are described in our latest bulletin. Send for it TODAY.*

*All orders are shipped the same day they are received.*

**Jackson & Perkins Company**  
*Wholesale Only*  
**Newark, New York.**

# French Fruit Stocks

Dec. or Feb. Shipment From France  
**Pears, Apples, Mahalebs, Mazzards, Myrobolans, Manetti, Etc.**  
 From Vincent Lebreton's Nurseries, Angers, France.

**HARDY LILY BULBS**  
**Auratum, Rubrum, Album, Magnificum**  
 Case Lots—Immediate or Later Shipment

**BULBS** for fall shipment. Advance orders being booked now for **DUTCH BULBS**, Paperwhites, Gladioli, Palm Seeds, Rosa Mult., Japonica Seeds, etc.

**BAMBOO STAKES**  
 Japanese Natural or Dyed Green. Domestic Natural, Chinese Tonkin Stakes

**RAFFIA**  
 Red Star and Two Other Brands of Natural, Also Dyed in 20 Colors

Write for prices stating your requirements

**McHutchison & Co.,** 95 Chambers St.  
 New York City

## Thoroughly Matured Washington Nursery Grown Seedlings and Trees Making Good

1921-22 4 Carloads shipped to points east of Mississippi River.

1922-23 14 Carloads to same territory.

1923-24 25 Carloads to same territory

"THERE'S A REASON." Pleased customers reorder and assure themselves of a continuous satisfactory supply.

PROFIT BY THEIR EXPERIENCE. Let us quote on your wants. We can supply:

Apple  
 French Pear  
 Calleryana  
 (Blight resistant)  
 Mazzard  
 Quince

Japan Pear  
 Ussuriensis  
 (Blight resistant)  
 Mahaleb  
 Myro.

Norway Maple

OUR THOROUGHLY MATURED, healthy, hardy, well rooted, well graded seedlings and trees will give you the same satisfactory results which our numerous other customers are obtaining.

CAR LOAD RATES. Inasmuch as we will be shipping to many different distributing points we can give C. L. rates to some point near you.



**WASHINGTON NURSERY CO.**  
**Toppenish, Washington**  
 (In the famous Yakima Valley)

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

**COLLECTORS OF TREE SEEDS**

THE  
**North-Eastern Forestry Co.**

**CHESHIRE**  
**...Connecticut...**



# PAINESVILLE      NURSERIES

Yes, we still have a few desirable things left.

Yes, don't laugh. We also have some fruits trees left.

How about next fall's Roses? Remember our fifty acres can't supply them all.

## THE STORRS & HARRISON CO.

NURSERYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES



## J. H. SKINNER & CO.

Topeka

Kansas

*We Offer*

Apple, Cherry, Peach, Plum  
and Kieffer Pear Trees

Apple Seedlings

Japan Pear Seedlings

Forest Tree Seedlings:

Black Locust

Honey Locust

Catalpa Speciosa

## More About Catalogues

"If catalogues consisted of the best that can be put into them, the improvement would be great. Few trades can compare with horticulture in regard to the possibilities of interesting copy; but only a small proportion of nursery catalogues make good reading or effective salesmanship. The obstacle is not one of cost but the tendency to delay assembling of material and preparation of copy and to give the job the least possible time. A few nurserymen have their own advertising managers to keep their catalogues and advertisements up to a high standard. Many nurserymen are well able to do that themselves but lack the time.

"It would pay handsomely to spend something on the compilation of catalogues and there ought to be a great demand for the services of what might be termed the professional catalogue and advertising writer. The general advertising agent is not of great assistance to the nurseryman. The need is for a man who combines technical knowledge of the trade with literary and selling ability."

—*The Horticultural Trade Journal*  
of England, March 26, 1924

if any of this applies to American catalogues, we venture to point out that Mr. John Watson is a part of our organization to render the service described above.

THE DU BOIS PRESS

*Horticultural Color Printers*

ROCHESTER, NEW YORK



Let Us Talk to You About

Furnishing Your Wants

For FALL 1924 in

FRUIT TREES

ROSES

HEDGE PLANTS

ORNAMENTAL SHRUBS

and

EVERGREENS

*Good Variety List, and Excellent Stock*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,

HUNTSVILLE, ALA.

1872—1924

## SUGAR MAPLES

All Sizes From 1½" up to 4" Caliper

In Car Load Lots

*Beautiful Trees*

## NORWAY MAPLES

2 to 3" Caliper

In Car Load Lots

*Write for Prices*

ALSO TWO CAR LOADS OF

MONTMORENCY AND  
EARLY RICHMOND CHERRY

2 Yr. 11-16 and 5-8 Grade

*These Are Exceptionally Fine Trees*



C. M. Hobbs & Sons

BRIDGEPORT, INDIANA



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII

HATBORO, PENNA., MAY 1924

No. 5

## Federal Conference on Embargoes and Quarantines

There is evidence we have reached a point where the Federal Horticultural Board and many of the State Entomologists are beginning to realize there are too many Federal and State quarantines. They are beginning to conflict with each other and are producing such confusion as to seriously hamper interstate commerce.

The conference now in session at Washington gives promise of producing very desirable results.

UNITED STATES DEPARTMENT OF AGRICULTURE  
FEDERAL HORTICULTURAL BOARD  
Washington, D. C.

March 7, 1924.

Dear Sir:

Quarantine orders have been promulgated by a good many States restricting and, in many cases, embargoing the entry of plants and plant products from other States for the purpose of excluding dangerous plant diseases and insect pests. Frequently such restrictions and embargoes are made operative irrespective of whether the plants or plant products concerned in any shipment are determined by inspection or otherwise to actually convey either diseases or insect pests prejudicial to the welfare of the State concerned.

With the multiplication of such restrictions and embargoes we seem to be rapidly drifting into a condition where the interstate movement of plants and plant food and other products may be obstructed as to cause very great harm both to the producing and consuming interests of practically every State in the Union. It would seem, therefore, that the time has perhaps arrived when Federal and State quarantine officers should endeavor to develop some basis of inspection and certification which would give such assurance of adequate safety as would check this growing tendency of promulgating embargoes. On the other hand, it is recognized that some subjects can not be adequately safeguarded other than by embargoes, but the number of such subjects is limited and undoubtedly the justification for many of the existing embargoes is open to reasonable question.

For each State this problem presents at least two serious aspects, namely, (1) that of the protection of its own products and (2) that of maintaining a broad market for such products. The first of these aspects is the only one usually considered and the restriction or embargo is made immediate and drastic. The second aspect is, however, also important inasmuch as one or more important products of most States may be open to the suspicion of being a means of spreading undesirable pests. For some States it may be the gipsy moth, the Japanese beetle, the alfalfa weevil, or potato wart, and for others, the Oriental fruit worm, the potato tuber moth, the citrus canker, the pine blister rust, or the take-all and the flag-smut diseases of wheat, and if all these and many others were made widely the subjects of State embargoes interstate traffic in many important products would practically cease and markets essential to the profitable handling of such products would be closed.

This letter therefore, has for its purpose to suggest a general conference of the inspection officials of the several States, preferably in Washington, and at the earliest practicable date, for the discussion of the general problem of State and Federal quarantines.

I shall be glad to have your judgment as to the desirability of holding such conference—say about the end of March or in April—and also any suggestions as to the general subject which you may care to make at this time.

Yours very truly,

C. L. MARLATT,  
Chairman of Board.

The suggestion contained in this letter met with such general approval that the conference was called as follows:

UNITED STATES DEPARTMENT OF AGRICULTURE  
FEDERAL HORTICULTURAL BOARD  
Washington, D. C.

PLANT QUARANTINE CONFERENCE, APRIL 28-30

April 2, 1924.

Dear Sir:

Referring to the Board's letter of March 7, 1924, suggesting a general conference of inspection officials of the several States to be held in Washington to discuss the problem of State and Federal quarantines, you are advised that the responses have indicated a hearty agreement on the desirability of such conference, and as nearly as can be interpreted from these responses, sometime in April seems to be the most favorable period. The representatives of two or three States have suggested later dates and the representatives of some of the western States have suggested holding the conference in cooperation with the meeting of the Western Plant Quarantine Board in Denver in May. The unlikelihood of any considerable number of representatives of the eastern States attending the Denver meeting makes it desirable to carry out the plan of a conference in Washington. The results of such conference would then be available for consideration by the Western Plant Quarantine Board.

The date for the Washington conference has therefore been fixed for April 28, 29 and 30, or so much of that period as may be necessary. In view of the importance of the conference it is urged that each State be represented by at least one delegate and more if possible.

One or two responses received have suggested the desirability of an advance announcement of a program for the consideration of the conference. The Board has felt that, other than as to the general statement of the problem as given in the letter of March 7, copy of which is attached, it was rather desirable to leave the determination as to scope of discussion to the conference itself. As partial response to this suggestion of a program and merely as indicating a tentative viewpoint of the Board, the following statement is submitted of subjects which may properly come before the conference both for general and committee discussion and possibly for provisional or final action.

(1) As a basis for the discussion of both Federal and State plant quarantines the first essential would seem to be a clear understanding of the reasonable limitations on State and Federal plant quarantine powers. This involves some presentation of the limitations of such powers under the Federal Constitution as determined by available court decisions. Such determinations and decisions can be assembled and made available for the conference.

(2) A second point of discussion would seem to be the determination of the general principles which should govern the decision as to the necessity for an embargo—either State or Federal—as opposed to regulation under inspection and certification, with the idea of limiting embargoes to the carrying articles, the interstate movement of which must be prohibited as the only means of preventing the dissemination of the pests or diseases in question.

(3) With respect to subjects which are determined as possible of being adequately safeguarded by inspection and certification, it would seem desirable to develop the requirements from the viewpoint of the several States, which can be accepted as the basis of entry on the part of such States—in other words, to thus establish a basis for greater confidence in both Federal and State certification.



(4) As related to the last subject, it may be useful to discuss the Federal domestic and foreign quarantines, in the enforcement of which the States more directly concerned are giving active cooperation, with the idea of a better understanding on the part of all States of the nature of such enforcement and co-operation and for any suggestions of improvement or of additional safeguards.

(5) It may be desirable to consider the adoption, as a general policy, of the prior announcement of proposed plant quarantines with opportunity for a hearing and discussion to secure any desirable adjustments on much the same basis as the hearings provided for under the Federal Plant Quarantine Act—such prior announcement to be general or limited to the States most in interest, including the Federal Horticultural Board, should the quarantine in question involve Federal powers or cooperation. In connection with the issuance of such restrictions or embargoes, an agreement might also be arrived at to give prompt distribution of such orders to all interested State and Federal officials.

(6) The question of Federal and State restrictions with respect to the products of foreign countries would seem also to be a proper subject for consideration.

These and perhaps other features will probably not be fully worked out and settled in one conference, but a substantial beginning undoubtedly can be made, and a basis of action or general policy can be agreed upon, and very possibly a final decision can be reached with respect to certain classes of quarantine problems.

It should not be necessary to point out that so far as this Board is concerned it is in sympathy with the policy of State embargoes when such are justified by the nature of the problem, and the Board is on record as advising with respect to certain subjects presented for possible Federal action that State action in these instances would give the most economical and efficient means of securing the desired protection. In other words, a Federal quarantine to accomplish the same purpose might involve restrictions over many States with provision for inspection and certification of such volume of products as to put the cost entirely out of reach of any probable Federal and State appropriations and at the same time with a resulting efficiency probably inferior to that obtained by State action.

While it is not proposed that this conference should particularly concern itself with the idea which is being worked up looking to new general Federal legislation governing interstate traffic of all nursery stock and other plants for propagation, the possibility will be open for a report of progress and perhaps some discussion of that phase of the problem. Any such legislation, however, is necessarily some distance in the future and involves many practical considerations both from the standpoint of the Federal Government and of the several States which are not going to be easily settled and agreed upon.

Yours very truly,

C. L. MARLATT,  
Chairman of the Board.

The meeting was largely attended by State Entomologists and inspection officials from all sections of the country. W. C. O. Kane, State Entomologist of New Hampshire, was chosen chairman of the meeting.

Chairman C. L. Marlatt of the Federal Horticultural Board in opening the conference said the rapidly increasing number of quarantines was assuming a dangerous aspect as to interstate products, and it was desirable that general principles be adopted for closer co-operation between the States and the Federal authorities.

Discussion was begun on the limitations of Federal and State quarantine powers as determined by decisions of the Supreme Court of the United States.

Each member of the conference was given a voluminous document of a "Summary of State Quarantines and Embargoes against Plants and Plant Products," and several hours were devoted to a discussion of the various State quarantines. In certain instances the discussion reached a point where it seemed necessary for the Entomologist of the State in question to put himself on the defensive. This seemed particularly to be the case when the Georgia quarantines were under discussion.

Mr. Jeff Chapin, Chief Inspector of that State said that he thought it reasonable to shut out a few hundred dollars of unnecessary nursery stock in order to protect the thousands of dollars invested in orchards in the State. In reply Dr. Marlatt intimated that the Georgia law created a conflict of power. They have the right to protect themselves against the introduction of pests and diseases, but when the Federal Board certifies that a certain nursery has been inspected and the Board has exercised every precaution to determine the fact, a State has no right to exclude a shipment from that nursery, unless it can be clearly shown that the Federal inspection has not been thorough.

The general trend of the discussion seemed to lean to a modification of State quarantine and be guided more largely by the action of the Federal Board.

The discussion finally reached a point where it seemed to be a wise policy to appoint a committee to consider the various phases which had been brought out and to make a later report to the meeting.

As we go to press this report has not been presented.

The conference was attended by Wm. Flemer, Sr., J. Edward Moon, Thomas B. Meehan and Robert Pyle, as representatives of the American Association of Nurserymen. They had been invited to "sit in" as listeners only. This courtesy extended by Dr. Marlatt was very much appreciated by the Nurserymen Committee.

### BIG TREES

Nurserymen are spending a lot of time, thought and money on the subject of publicity—interesting the public in planting.

There is one angle that, perhaps, is pretty generally overlooked, it might be worth much more consideration than it has received up to the present, by publicity men in connection with the nursery industry; namely the idea of interesting people in matured trees, not with the idea of buying them but appreciating them and learning to love them.

To the average man on the street a tree is merely a tree, they may be able to distinguish an oak from a maple or a maple from a pine but very often their interest ceases at that point.

Those who are familiar with trees have a much deeper interest and know there are trees, some are valuable for one thing and some another and that even among the commoner trees there are some individual specimens that are well worth a long trip to see by the enthusiast, it is this angle that perhaps might be worth consideration.

The nurseryman's talk and interest usually stops when a tree gets past the transplanting size, except in very rare occasions. Extremely few nurseries have show grounds showing well-developed specimens. Some of the old time nurseries, such as Hoopes Bros. & Thomas, West Chester, Penna.; Andorra Nurseries, Chestnut Hill, Penna.; The Moon Nurseries, Morrisville, Penna., are worth a visit just to see certain rare kinds of trees that have been planted and allowed to mature. The old Meehan Nurseries at Germantown, contained many rare and fine specimens planted by the late Thomas Meehan and his brothers, but this nursery has recently been



cut into building lots and practically all of the fine specimens have been destroyed.

There are, however, many native trees in various parts of the country that are well worth noting and should be written about with a view of interesting the public in them. The writer recently visited an old estate on the Eastern Shore of Maryland, in which he noted a remarkable aggregation of fine, big specimens. In fact it is doubtful if such a collection could be reported from any part of the country. Among them were tulip poplars 16 ft. in circumference, *Quercus rubra* 24 ft., *Quercus phellos* 12 ft., *Catalpa bignonioides* 9 to 12 ft., Holly 6 to 8 ft., *Quercus alba* 18 to 20 ft., *Juniperus Virginiana* 12 ft., beside many others that are really above the average. It was noted the Northern trees, such as the Horse Chestnut and Sugar Maple did not seem quite so happy and thriving.

Have you noteworthy trees in your locality? If so call attention to them. It will encourage interest and incidentally planting.

The National Nurseryman will be pleased to receive and publish notes on any tree that is above the average, from any part of the country, which would at least give us, in the trade, an opportunity to learn the regions where certain trees attain the greatest proportions. Who will honor their locality in reporting the largest tree of its kind in America?

#### "THE CRAMPTON BILL" AND "TRUSTWORTHY TREES AND PLANTS"

Several years ago, in discussion of our general policies on the floor of the convention, I made some statement about as follows: "While I am agreed that the nurserymen as a whole are of a high type, that the business as a whole will compare favorably with business in other lines, there are some of our policies which are not in accord with high ethical standards, and we know it. Now, as I see the situation, it is up to us to clean house and keep clean, or the federal government will clean house for us."

We were at that time pleading for a continuation of the favored policies adopted at Detroit in 1915, which, had they been continued, I verily believe would have satisfactorily answered many of these questions, unfavorable legislation included. We had begun to build under the leadership of John Watson, Executive Secretary, an organization which should have been the pride and which should have had the endorsement of every nurseryman in America. Efficient, far-seeing, clean, it was destined to put the nursery business right up at the top among the business organizations.

We shied at "Trustworthy Trees and Plants," finally discarding as rubbish this splendid platform of principles which the public had received with acclaim. We said, in other words, "we are afraid to take our stand behind trustworthy trees and plants," and now is it any wonder that there is a question in the public mind as to why? And is it any wonder that the Crampton bill or something similar should find its way before our legislative bodies?

I have reason to believe there is connection between the repudiation policies of the A. A. of N. and the intro-

duction of several "monstrosities," both in federal and state legislative bodies. Of course we will all do everything in our power to defeat the bill, but the situation is serious, as evidenced by Secretary Wallace's criticism of the Crampton bill. From a date several years back there has been no place in politics, religion, or business for reactionary thought. Progress is the magic word of the hour, and if the American Association of Nurserymen does not keep step with progressive thought and action it is doomed to failure. The public has a right to trustworthy policies as well as trustworthy goods. We do stand for just this, then why are we afraid?

J. R. MAYHEW.

Waxahatchie, Texas,  
April 23, 1924.

#### NURSERY NEWS FROM NORTH CAROLINA

By W. C. Daniels

Harry E. Bates, representative of Lord & Burnham Co., Philadelphia, Pa., sold Arthur O'Conner Greensboro, N. C., greenhouse 100 x 20 feet.

Howard-Hickory Co., Hickory, N. C., has purchased a greenhouse 100 x 20 ft. for propagating purposes.

J. Van Lindley Nursery Co., has installed an irrigation system at Overhills, N. C., branch nursery which will cover 10 acres.

Womans Club of Winston-Salem, N. C., has recently set out 1000 Crape Myrtles on the city streets.

The Oettinger Lumber Co., Greensboro, N. C., and North Carolina Public Service Company, Greensboro, N. C., each gave away 1000 two year old Rose Bushes in an effort to make Greensboro more beautiful. The only requirement was that they be planted where they would be visible from the street.

The J. Van Lindley Nursery Co. is offering a prize of 500 Climbing Roses to the school in Reidsville that furnishes the best essay on "Why It's not a Home Until It's Planted," by one of the pupils.

Reports have been received of the activities of an impostor that has been covering Mississippi and Tennessee, representing himself to be J. V. Lindley, J. P. Lindley, also Mr. Hastings, of the Hastings Seed Co., and Mr. Matthais of the Glen St. Mary Nursery Co., Glen St. Mary, Fla. This swindler is collecting money as he goes with promise to make prompt shipment. We hope that you will give this all the publicity possible. People state that he is a tall white haired gent and looks like a senator.

North Carolina has experienced one of the latest springs in several years. Fruit has been damaged to some extent by a freeze which occurred April 2nd. Peach crop in the western part of the state has been quite badly damaged but there will be a fine crop in the foot hills.

North Carolina nurserymen are reporting good spring business and demand heavy for ornamentals.



## FEDERAL UNIFORM INSPECTION AND CERTIFICATION

*By William Pitkin*

The Cincinnati meeting of the American Association of Entomologists last winter discussed a plan to provide for a Federal and uniform inspection and certification of nursery stock in interstate commerce.

This plan was presented by a committee appointed at the previous annual meeting. After discussion it was agreed to continue the committee and add to its membership, and to ask that the American Association of Nurserymen appoint a committee to cooperate to the end that a bill might be drawn in the fall of 1924 to be presented to Congress at the next session in December, 1924.

The recommendations of the committee were under several heads:

1. Organization. Composed of the Federal Horticultural Board and the inspection services of the various states.

2. Controlled by a Board of Directors of 7 men, trained and experienced in work of this sort; three members to be designated by the F. H. B. and three elected by the inspection services of the various states; one member a bona fide nurseryman; all chosen for three-year terms.

3. Inspection system. Preliminary inspections made during the year; final inspection at the time stock is offered for shipment.

4. Certification system. Certificates to be U. S. tags and cover only stock shown by accompanying list and specifying the territory into which the stock may be shipped.

5. Funds. To be provided by the F. H. B. and state inspection services.

I do not know whether our association has appointed a committee to cooperate or whether that has been left undecided until our next convention, but unfortunately I believe Mr. Rockwell attended the Entomologists' meeting in Boston a year or more ago and is quoted as having read a paper in which he entered "a strong plea from the nurseryman's standpoint for uniform inspection and certification"; and that following his "strong plea" the committee first referred to was appointed to see what could be done toward working out a system of which the nursery business "stood so greatly in need."

While the present state inspection methods are faulty and sometimes a little burdensome, are we not getting along without any very serious difficulties? Certainly, so far as our own business is concerned, we are not running against any serious obstacles.

Under this proposed method I believe we would jump from the frying pan into the fire. I certainly am not in favor of any plan that directly or indirectly gives the F. H. B., or any other Washington Bureau any more control over the nursery business than is at present experienced. There is today, in many lines of business, too much control centralized in Washington, too many commissions, too many bureaus, too many officials, too much red-tape and too many taxes. Why should any nurseryman advocate a measure that will simply increase our troubles?

We all know from past experience that a board of the character suggested would gradually grab for more and additional powers until we would be unable to turn around until we filed an application and secured a permit from Washington.

Where would they secure enough competent inspectors to inspect stock at time of shipment, and issue

proper certificate showing a complete list of the stock inspected and the territory in which the stock may be shipped? That means an individual tag for each individual shipment. One of my Painesville friends says that he thinks one hundred men would be required in Lake County, Ohio, during the busy season.

Our company will handle this spring from 150,000 to 200,000 orders. How many inspectors would be necessary to scrutinize each order and attach proper certificate, and handle it fast enough so that our business would not be delayed? Remember that ours is a seasonal business. The big bulk of orders to the final consumer are shipped during a period of four or five weeks and delays are dangerous and costly. Where will the necessary number of competent inspectors for that short period be secured and how will that army of inspectors, if secured, be profitably employed during the balance of the year? When they once get on the pay-roll they will not be laid off temporarily but will draw salary for the twelve months of the year, and you and I, directly or indirectly, will have to pay for it.

It seems to me an utterly impractical, absurd and foolish proposition, and I regret very much that the action already taken by the representative of the Association indicates that nurserymen are ready for this method.

I would not be surprised if, before we get much further along, we will find that the F. H. B. and the state departments will be unable to find necessary funds to finance this proposition and will incorporate in the law a provision which will assess the inspection costs on the nurserymen. The Federal Department of Agriculture and the F. H. B. are asking for large amounts annually and I think have difficulty in getting all that they ask for. A service of this sort would mean additional millions of dollars, which perhaps Congress would refuse to appropriate. Then we will see an inspection fee for us to pay.

No Federal law can take away from the states their authority under their general police powers to inspect nursery at destination and to prescribe their own requirements covering inspection, certification, etc.

Many states jealously guard their rights. Many states have built up strong and competent inspection services to take care of their own peculiar and individual problems, and in which they feel confidence. How many states will abandon their own inspection departments and feel safe in turning over the work to this new organization? It will be many years, if ever, before this could be brought about, and in the meantime we would be afflicted with both Federal and state control.

We are getting along now without any serious trouble. We have a few annoyances. Why agree to something that is bound to increase our troubles and our expenses? Let us keep away from further federal control just as long as we can.

In discussing the agitation in favor of governmental inspection of the grading of lumber, Secretary Hoover said to the National Lumber Manufacturing Association in May, 1922:

"I do not approve of attempts to extend the arm of the government in every direction. It is my belief that we have reached a point where the trades can be assisted to establish means to make it totally unnecessary for the



government to police business ethics. The trades can do these things better. For the government such intervention means the further establishment of bureaucracy, and one of the most dominant notes of all governmental bureaucracy is to grab something more, some new function, and we can all be sure that those sections of the trade that have been contemplating federal control in these particulars would soon find such control expanding far beyond the point of starting. The inefficiency of bureaucracy in the conduct of business needs no comment from me. It is inherent in the nature of the situation. The only hope of good government is to keep governmental functions down to a minimum."

Following our experience with the F. H. B., we can certainly agree with Secretary Hoover's view that "we would soon find federal control expanding far beyond the point of starting."

### LEGISLATION

*To Executive Committee and Members of the American Association of Nurserymen, Seedsmen and others who may be interested:*

Dear Sirs:

The enclosed copy of my letter to Representative Paige is for your information and immediate action in Congress *as your best judgment dictates*.

At least get copies of the following bills and compare them with present parcel-post rates:

H. R. 6650 introduced by Representative Calvin D. Paige, of Massachusetts, to "Readjust the postage rates on ordinary insured and collect-on-delivery domestic parcel-post mail matter."

H. R. 7016 introduced by Representative Calvin D. Paige, of Massachusetts, to "Reclassify salaries of postmasters and employees of the Postal Service, etc."

H. R. 8437 introduced by Representative M. Clyde Kelly, of Pennsylvania, for "The consolidation of third and fourth class mail and prescribing rates therefor."

Also you should know about the following:

H. R. 8347 introduced by Representative Gilbert N. Haugen, of Iowa, to "Amend sections 7 and 10 of the Plant Quarantine Act, etc."

Also note that on April 4, 1924, the president, pro tem, of the Senate (Cummins) laid before the Senate a resolution from the Legislature of Iowa which was referred to the Senate Committee of Agriculture and Forestry, in brief as follows: "Resolved by the Senate that the General Assembly of Iowa respectfully urges upon Congress the enactment of an efficient national pure seed law which will supplement existing State legislation upon the same subject."

All honest nurserymen want fair laws to protect the honest nurseryman and make it possible to put the crook out of business. But there's too much legislation, much of it badly drawn, which will not accomplish good but do great harm. Please watch national and state legislation in your own interests, and for the good of Horticulture at large, and act.

Yours very truly,

HARLAN P. KELSEY,  
President.

April 8, 1924.

Honorable Calvin D. Paige,

House of Representatives,

Washington, District of Columbia.

My Dear Mr. Paige:

My attention has been called to two Bills you have recently introduced in the House on Postal matters, namely, H. R. 6650 and H. R. 7016.

It seems that both of these Bills carry provisions for a 70-80% increase in the rates of parcel-post material. Naturally the National Nurserymen's Association which I represent is greatly interested in this matter and I believe would strenuously oppose this legislation.

It must be borne in mind that ultimately it is not the thousands of mail order houses that will pay this increased postage bill but it will be largely paid by the farmer. Speaking personally, I believe that if such a bill carrying this increased postage is enacted by this Congress, that it would be almost a death blow to the Republican party in the next election.

Of course we all realize that income must be produced from some source, but the parcel-post is extremely popular and is of course a vast benefit to the people living in rural districts. It could hardly be shown otherwise than that such legislation is directly in the interests of the Express Companies which would naturally expect to get an increased amount of business from those who had stopped shipping by parcel-post and that eventually it would be a natural pretext for the Express Companies asking for an increase in their rates, and so the merry game goes on with the ultimate consumer paying the bill.

May I ask that you will give this matter your most careful consideration and write me in the premises so that I may be put straight in this matter if I am in error in my diagnosis of the case?

Yours truly,

HARLAN P. KELSEY, *President*.

### THE PARCEL POST RATES

Major Lloyd C. Stark, of Stark Brothers Nurseries, has been very active in his efforts to prevent the passage of a bill, which would so much increase the Parcel Post Rates. Mr. Stark calls attention to the fact that an increase in the Parcel Post rates is simply an additional indirect tax on the farmer and seems to be directly opposed to the general tendency of Legislature, which is aimed at giving the relief to the farmer, who has been severely hit by the economic conditions of the last several years.

The Hon. Clarence Cannon, of the House of Representatives, writing to Mr. Stark, is very pessimistic about preventing the passage of the bill. Mr. Cannon states:

"I have never had but one opinion on this proposition. The parcel post is the poor man's express and I would be willing to make most any sacrifice in other directions rather than see an increase in rates for this service."

"However, I regret to say that the outlook is ominous. The magazines command such a tremendous influence here in the House, and there is such a pressure for increase in Departmental expenses that it looks very much as if the committee, in the absence of any other source of increased revenue, would recommend an advance in parcel post rates."

"I am out of sympathy with any such proposal, and shall oppose it at every opportunity but in my opinion such an increase will have such support both in the committee and on the floor as to render its enactment highly probable. The bill will probably be reported out the latter part of April, and there is time for a change of sentiment, but I am giving you the situation as it stands at present."



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Easton, Md., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916. at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., May 1924

**INTEREST THE CHILDREN** The "A. A. N. Boost'er," official or-  
gan of the American Association of  
Nurserymen, devoted the April issue  
largely to urging the putting a "Prize Essay Contest" on  
in your own home town schools, and build more busi-  
ness for the future.

It is doubtful if there is any other line of publicity  
that is as sound and far reaching in its results as en-  
couraging the children to become interested in planting.  
The children of today are the home owners and voters  
of tomorrow; interest them and the future of any sound  
policy or doctrine is assured.

During the war we heard much propaganda, lobby-  
ing and all the rest of the methods, by which the public  
may be influenced to bring about certain results.  
Oftimes the aims of the propagandist had selfish motives  
and to say the least the youth of the country was not  
the proper medium in which to arouse interest. This,  
however, can not be said of the aims of the nurserymen.  
His aim is to make homes more beautiful and the world  
a happier place to live in. The planting of trees, shrubs  
and evergreens is peculiarly one for the youth of the  
land as they are the ones that will largely benefit. Every  
nurseryman should do the utmost in his power to inter-  
est the children in his locality, either by prize essays  
or any other means, by which they may become inter-  
ested in the future development and welfare of the  
country.

**CROWN GALL INVESTIGATION** The funds for the crown gall in-  
vestigation which the nurserymen  
were called upon to raise have been  
over subscribed which speaks volumes for the coopera-  
tion of the trade and the splendid work of the committee  
appointed to raise them. President Kelsey is highly

elated at the vigorous and effective work put in by this  
committee consisting of Henry Chase, John Fraser and  
Professor Kane.

The American Association of Nurserymen agreed to  
contribute \$2000 out of its funds. Another \$2000 was  
contributed by the states of Iowa and Wisconsin and  
the above committee was appointed to raise \$2000 to  
meet a budget of \$6000 needed to carry on the investi-  
gation. Mr. Chase reports subscriptions to the amount  
of \$2800.

Checks covering these amounts have been made out  
in favor of the Crop Protection Institute and sent to its  
treasurer, in care of the National Research Council,  
B and 21st Streets, Washington, D. C.

**NURSERYMEN'S ORGANIZATIONS** The multiplication of organizations  
still goes on a pace. Whenever two  
or three men are gathered together  
with common interests on some particular subject the  
chances are a society, league or association of some kind  
will be the result.

Our particular trade seems to lend itself very much  
to this kind of thing. The nurseryman naturally must  
belong to his local or State Trade Association, also the  
District Association and of course he cannot do without  
membership in the National Association.

If he is progressive and wants to be in touch with  
things the Rose Society, Pomological, Gladiolus, Chrys-  
anthemum, Sweet Pea, Peony Societies all more or less  
make a demand on his interest and maybe his pocket-  
book.

Then there is the local Horticultural Society and Gar-  
den Clubs as well as the National ones. If he has active  
political affiliations of course his name must appear in  
the membership lists of those organizations identified  
with his party. Then it is rather unusual for a business  
man not to belong to at least one of the fraternal or-  
ganizations such as the Masons, Odd Fellows, etc., or  
perhaps the Civic Associations, such as the Rotary or  
Kiwanis Clubs.

Being a good American citizen he has religious con-  
nections and it is unusual if there is not some organiza-  
tion in connection with his church that demands his  
interest and support. But this is not all, being a married  
man his wife is a member of a few, then his children  
at school and college must be in the swim and be identi-  
fied with clubs, associations and fraternities. The above  
are by no means all, the Y. M. C. A., Y. W. C. A., S. P.  
C. C., S. P. C. A. and endless changes of the alphabet.

However much our inclination may be to encourage  
and support the movements, the income is usually lim-  
ited and time and money won't go around.

When this happens or rather when we try to make  
up the budget within the resources the organizations  
seem too numerous but we subscribe to the next new  
one just the same.

We are get'ing so that we can only think and act  
en masse. Perhaps it is right and is evidence of progress,  
but we wish progress could be made without the cum-  
brous machinery of so many organizations.



**We Sell**  
**TO THE TRADE ONLY**

APPLES: 2 yr. buds  
 PEAR: 2 yr. buds  
 CHERRY: 2 yr. buds  
 PLUM: 2 yr. buds  
 PRUNE: 2 yr. buds  
 GOOSEBERRY: Oregon Champion 1 yr.  
 CURRANT: A General assortment including Perfection 1 and 2 yr.  
 ROSES: Portland grown 2 yr. buds  
 CLEAN COAST GROWN SEEDLINGS:  
 Apple, Pear Mahaleb, Mazzard, Myrobolan and Norway Maple

Also a large assortment of general Nursery Stock including one year budded Fruit Trees, Nut and Ornamental Trees, Shrubs, etc.

*Our soil and climate produce a fine system of fibrous roots, without irrigation.*

**Portland Wholesale Nursery Co.**  
971 SANDY BOULEVARD

PORTLAND : : : OREGON

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum  
 Cherry and Quince  
 Small Fruits  
 Ornamental Trees Shrubs  
 Evergreens  
 Paeonies Perennials  
 Roses

**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

**Princeton Products**  
are  
**Ornamental**



Trees, Shrubs and Evergreens  
of high grade  
for the wholesale trade

**Princeton Nurseries**

Princeton in New Jersey

May, 1924

**NURSERY SPADES**

EXTRA LONG STRAPS

and

REINFORCED AT  
BEND OF HANDLE

also where

STRAP IS WELDED  
TO BLADE

*Made in Either Square  
or Round Point*

**T. ROWLAND'S SONS, INC.**  
Cheltenham -:- Penna.



HON. LOUIS C. CRAMPTON Nurserymen will naturally be interested in the personality of the Hon.

Louis C. Crampton, of Michigan, the author of the proposed "Crampton Bill" which so seriously threatens the nursery industry.

Through the courtesy of Mr. J. Edward Moon, Chairman of the Legislative and Tariff Committee and Mr. Harlan P. Kelsey, President of the American Association of Nurserymen, we have had the pleasure of reading a speech made by Mr. Crampton before the House of Representatives at Washington, on the subject of the Grand Canyon of the Colorado, in which he defended the rights of the American public against squatters and land grabbers that were encroaching on the public domain.

As President Kelsey says: It is good reading and shows what a really fine man and faithful representative of the people he is.

Such a man will not want any unjust nursery bill enacted.

Mr. Moon has been given rather definite assurance the Crampton Bill will not be passed at this session. The danger however still remains and it is up to the nursery trade to prove to such men as Mr. Crampton and the public at large that the trade itself does not and will not tolerate crooks in its membership and that special laws are not required to protect the public when buying plants.

### ONE WAY OF SOLVING THE LABOR PROBLEM

The labor problem is a serious one with the nurserymen in most localities, especially where the nurseries are located near large centers of population, where recently the demand for labor usually exceeds the supply. The nurseryman is at a great disadvantage competing for it as he can not pay the high wages, which other more profitable lines of industry can afford to bid.

The Thomas B. Meehan Company, Dresher, Pennsylvania, found that during the war the employment of farmerettes in the nursery were very successful in many lines of work and could be used to good advantage.

This spring it was decided to try them again so the following advertisement was put in the local paper:

"FARMERETTES: Fifteen white girls to work in one of the oldest and largest nurseries in this section. To plant and take care of small shrubs and plants. Employment from April 1st to August 1st. Healthy occupation out of doors for spring and early summer. Comfortable lodgings and board provided and good pay. Only girls between 18 and 30 years acceptable. Must be of unquestionable character and be able to give best references. Eighteen miles from City Hall, Philadelphia. Write for circular descriptive of work and conditions. THOMAS B. MEEHAN CO., Dresher, Penna."

From this advertisement were received 305 replies, to these were sent the following information, printed upon a folder, accompanied by an application blank.

The advent of women in the field of agriculture occurred in the early stages of the war and was due to lack of men workers, who had gone "across" or taken up vocations in factories, munition plants, etc.

The women took naturally to the field work, assisting in planting, caring for and harvesting the various crops and in other ways, doing their part in producing food; a very essential necessity.

Since the close of the war women have continued farm work to more or less extent,—in fact they are loath to give it up as their experience in the previous years has shown them that the

life in the open afforded a good healthy occupation and was remunerative as well.

The year following the close of the war, we employed five women in our nurseries. The next year we had eighteen, commencing work the first week in April and from then until the middle of May they planted approximately 200,000 one and two year old shrubs in our nurseries.

From the middle of May until the first of July they propagated approximately 150,000 small shrubs. From the first of July until the first of August they hoed and kept free from weeds, all of the young plants they had planted out in the early spring.

This year we will employ twelve to fifteen girls in the same line of work. To one who enjoys the open air this work will prove to be both healthful as well as remunerative, and a wholesome out-of-door vacation.

We have recently built a dormitory which is set apart as exclusive headquarters for the girls. It contains a sitting room, bed room, lavatory, dining room, kitchen and outside shower bath and everything necessary for their comfort. They are given ample, good plain food and every care is exercised to make them comfortable.

This house is conducted under our personal supervision, and nothing permitted that will cast any reflection on the character of those who occupy it. No girl will be employed who cannot give us unquestionable references, and any one who does not maintain the standard of deportment or efficiency will be requested to leave at once.

The girls who engage in this work are usually stenographers, bookkeepers, salesgirls, etc., who take this as an opportunity to get out of the city for the spring and early summer.

#### CLOTHING, ETC.

We furnish cot, blanket, mattress and pillow. Girls must bring their own sheets, towels, and necessary clothing suitable for the work required, and must take care of their own laundry.

A pair of heavy soled shoes are absolutely essential, with heavy cotton stockings and leggins.

Skirts must be short, otherwise they interfere in stooping in work. Girls have found that a pair of khaki trousers, with blouse are most comfortable. Some wear a pair of blue overalls.

During the spring season, a warm short coat or heavy sweater will be found very comfortable and necessary. A cap with visor for spring, and an ordinary farmer's broad brimmed straw hat for summer.

Our firm has been established over 60 years and is honorably known throughout the entire country.

Dresher is a small country village located three miles from Ambler, three miles from Willow Grove, and three miles north of Glenside. It is eighteen miles north of City Hall, Philadelphia.

We refer to the Pelham Trust Co., Mt. Airy, Philadelphia; The Robinson Publishing Co., Hatboro, Pa., or any nurseryman or florist in Philadelphia.

#### RULES AND REGULATIONS

Hours of work are from 8 to 12 A. M. and 1 to 5 P. M. (8 hours).

Up to the first Saturday in July work continues Saturday afternoon, but from then up to the first of August, Saturday afternoon is "off" but counted as a full day.

Wages paid per hour, including board and lodging. Lost time, no matter what may be the cause, will be deducted. Lost time may not be made up by working over time on other days. Impossibility to work on account of bad weather is figured as lost time.

Girls must be at their places in the nursery where they are working at 8 A. M. and 1 P. M. and must not stop work before 12 noon and 5 P. M. Going to the store or Post Office during working hours will not be permitted.

Girls must keep their sleeping room clean and make their own beds.

Girls must be in the house or on the grounds immediately surrounding it by 9.30 P. M. and be in bed by 10 P. M. at which time the house will be closed.

We do not drive our working force, but we expect them to conscientiously live up to our working conditions.

The house is under our personal care and every effort will be made to provide for the comfort and health of the girls working for us.

To this, sixty applied for work, from which the required number were selected. The Company has put up a building containing dormitory, mess room, with all conveniences for the comfort and health of the workers and they have every confidence the experiment will prove successful and in a measure help to solve the difficult labor situation.



## ANNOUNCEMENT

### VINCENNES NURSERIES W. C. Reed & Son, Vincennes, Ind.

Season has closed. Cherry cleaned up very close. One Year Blocks all cleared, they are best to plant. Two Year will be in short supply, for Fall. Best play safe and Order early. Our One Year will Satisfy Your Customer and live better. We are now ready to Book Orders.

Cherry One Year 11-16 up, 9-16 to 11-16, 7-16 to 9-16  
Sweet Cherry One Year 5-7 ft., 4-5 ft., and 3-4 ft.

Largest Producers of Cherry Trees in the World  
Also Nice Block of Peach and One Year Apple Buds

### HILL'S EVERGREENS FOR LINING OUT

Complete assortment of Evergreens, including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitaes, Cedrus, Taxus, Boitas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

WRITE FOR WHOLESALE TRADE LIST

### THE D. HILL NURSERY CO., INC.

BOX 401

DUNDEE, ILLINOIS.

### The Best Tree Digger on Earth



Used and Recommended by Leading  
Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**  
LOUISIANA, MO.

### EVERYTHING IN SEEDS, BULBS AND PLANTS AND ROOTED CUTTINGS

### ROMAN J. IRWIN, Inc.

43 W. 18th Street  
New York City



### T. S. HUBBARD CO., Fredonia, N. Y.

Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

Send for Catalogue

### BULLETIN NUMBER FIVE

Will Be Out April First

### YOU WILL BE SURPRISED

To See the Fine Assortment Offered

### WE ARE SHIPPING PROMPTLY

No Long Delay This Year

### SEND IN YOUR ORDERS

We Will Fill With Choice Stock

### SHENANDOAH NURSERIES

Shenandoah, Iowa

A. F. LAKE, Pres.

C. B. LAKE, Vice-Pres.

R. S. LAKE, Secy.-Treas.

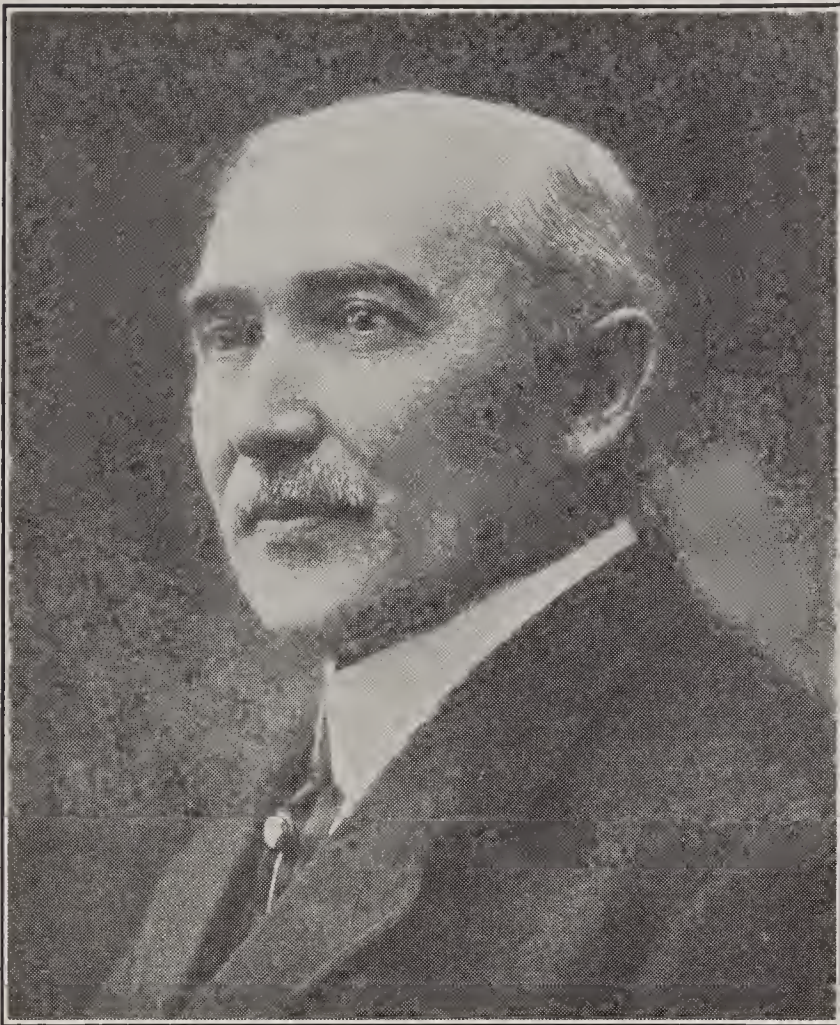


## Obituary.



### FRANK L. ILGENFRITZ

Frank L. Ilgenfritz, Vice-President of I. E. Ilgenfritz & Sons Company, Monroe, Michigan, died suddenly in Toledo, Ohio, where he was attending a noon luncheon of the Exchange club in company with a number of the club members.



*The Late Frank L. Ilgenfritz*

Mr. Ilgenfritz was a member of the Monroe Exchange Club Quartette which had just completed a musical number and Mr. Ilgenfritz had stepped into an anteroom. He was stricken with apoplexy and although there were several doctors in attendance from Monroe and Toledo he died immediately. He was 62 years of age.

His death will be deeply regretted by all who knew him, he enjoyed a host of friends both locally and throughout the nursery trade all over the country.

He leaves four brothers, Charles, Wilbur and Thomas, of Monroe and Edgar of Detroit; two sisters, Miss Katherine V. Ilgenfritz, Monroe, and Mrs. R. Edson Doolittle, of Brooklyn, N. Y.

### JOHN CHARLES VAUGHAN

John Charles Vaughan died suddenly at his home, 4610 Ellis Avenue, Chicago, April 12th. The entire horticultural trade of the nation will mourn the passing of this grand man.

Born in 1837 at Springboro, Pennsylvania, he moved with his parents to Chicago in 1868, entering the Chicago High School and graduating in 1872, later attending Hillsdale College, Michigan.

He began his horticultural training while at school by selling trees during vacations, from this small beginning has grown his wide interests composing the house known as the Vaughan Seed Store, Incorporated, owning nurseries at Western Springs, Illinois, branch seed house in New York City, warehouses at Hoboken, New Jersey; a Gladiola farm in Michigan and other horticultural interests.

Mr. Vaughan was the founder and head of "The American Florist" and identified with many trade organizations throughout the country.

His death records the passing of the last of the charter members of the American Association of Nurserymen. A pioneer in the trade who has left an impress for good on the horticultural trades that will be an inspiration for many future generations.

### MORE HONORS FOR PRESIDENT HARLAN P. KELSEY

Harlan P. Kelsey, Salem, Mass., President of the American Association of Nurserymen, has been nominated by the Salem Chamber of Commerce as a candidate for Director in the Civic Development Department of the United States Chamber of Commerce.

Mr. Kelsey is especially well fitted by life training, his affiliations and known interest in civic problems for this position.

The great horticultural interests of America have never been adequately represented in this body and the nomination of Mr. Kelsey offers a splendid opportunity for the nursery trade to rally to the support of a representative who is one of them, of the finest type, who can be depended upon as being in sympathy with the best ideals of the trade and should be able to render great service.

The United States Chamber of Commerce meets in Cleveland May 5-8, when the election will be held.

Nurserymen all over the country should see their local Board of Trade or Chamber officers without delay and secure them as voting delegates and workers for Mr. Kelsey.

A circular, giving a brief statement of Mr. Kelsey's qualifications for the position, has been sent to the chambers of commerce all over the country. Our co-operation and influence with the local bodies will help to elect him to the national body, give our own business interests a needed boost and at the same time render a service to the United States Chamber.

At the forthcoming annual meeting of the Chamber of Commerce of the United States at Cleveland, May 6 to 8, a distinguished company of speakers will discuss outstanding national and international economic problems.

The major topics to which the convention will give its attention are "Business and Agriculture," "European Readjustment," and "The Responsibility and Integrity of Business."

Mr. Kelsey also sent a telegram to Mr. Alvin C. Nelson instructing him to have suitable flowers, preferably roses delivered to Mrs. Vaughan with card signed American Association of Nurserymen.



# SPECIAL QUOTATIONS

*Will Be Made on Following Stock on Application*

## FRUIT

300	Plum, Lombard	11-16 inch
1000	Cherry, Montmorency	11-16 inch
1000	" Richmond	11-16 inch
600	Peach, Carmen	9-16 inch, up
700	" "	7-16 to 9-16 inch
1000	Currant, London Market	2 yr. No. 1
1000	" "	2 yr. No. 2
1000	" Wilder	2 yr. No. 1
1000	" "	2 yr. No. 2
1000	Grape, Catawba	2 yr. No. 1
2000	" "	2 yr. No. 2
10000	" Concord	2 yr. No. 2
5000	" Niagara	2 yr. No. 1
8000	" "	2 yr. No. 2

## VINES

1000	Ampelopsis engelmannii	2 years
1000	Aristolochia siphon	2 years No. 1
	(Large Leaved, grafted)	
1000	Aristolochia siphon	2 years No. 2
	(Large Leaved, grafted)	
2000	Clematis paniculata	2 years
2000	Lonicera Halleana	2 years
900	Lycium chinensis	2 years
750	Pueraria thunbergii	1 year

## ROSES

**Strong, No. 1**

2000	Frau Karl Druschki	600	Tom Wood
1500	Paul Neyron	1000	Gruss an Teplitz
	700	Rugosa rubra	

## SHRUBS

6000	Ligustrum Amurense	2 years, 1 to 1½ feet
8000	" "	2 years, 1½ to 2 feet
2000	" Ibota	2 years, 1 to 1½ feet
5000	" "	2 years, 1½ to 2 feet
15000	" ovalifolium	1 to 1½ feet
15000	" "	1½ to 2 feet
2000	" vulgaris	1 to 1½ feet
1000	" "	2 to 3 feet
1000	Philadelphus coronarius	1½ to 2 feet
2000	" "	2 to 3 feet
1000	" Iemoine	2 to 2½ feet
5000	Spirea VanHoutte	1½ to 2 feet
7000	" "	2 to 3 feet
1500	Symphoricarpus racemosus	1½ to 2 feet
1500	" "	2 to 3 feet
500	" "	3 to 4 feet
500	" vulgaris	2 to 3 feet
1000	" "	3 to 4 feet
700	Tamarix Africana	2 to 3 feet

## ORNAMENTAL

1000	Catalpa bungei	1 year heads
1000	" "	2 year heads
1000	Platanus orientalis	1½ to 1¾ inch
1000	Quercus palustris	8 to 10 feet
1000	" "	1¼ to 1½ inch
1000	" rubra	8 to 10 feet
1000	" "	1¼ to 1½ inch
1000	" "	1½ to 1¾ inch
1000	Elm, American	6 to 8 feet
1000	" "	8 to 10 feet
500	" "	1¼ to 1½ inch

*If Not Already Received, Send for Our TRADE LIST and SPECIAL SURPLUS LIST*

**THE COLE NURSERY CO.**

Painesville

Ohio

## AN UNQUALIFIED SUCCESS



Bolens Power Hoe cultivating evergreen seedlings at Canadian Government Forest Nurseries, Indian Head, Saskatchewan.

## THE BOLEN'S POWER HOE

*is used and  
endorsed by  
leading  
growers ev-  
erywhere.*

The BOLENS is a motorized wheel hoe with an Arch'd Axle for clearance and a Tool Control for accurate guidance in close weeding and cultivating. A Differential Drive makes turning easy.

All attachments instantly interchangeable. A great labor saver.

*Send for Catalog With Letters From Nurserymen*

**GILSON MFG. COMPANY**

331 Park St. Port Washington, Wis.

## General Assortment — OF — NURSERY STOCK



FRUIT TREES  
SMALL FRUITS  
RHUBARB  
SHADE TREES  
SHRUBS  
ROSES  
APPLE SEEDLINGS  
CLEMATIS PAN  
CATALPA BUNGEII

Let us have your want list for special quotations.

**A. WILLIS & CO.**

OTTAWA, KANSAS



### CONVENTION NEWS

WHAT CLASS ARE YOU IN? The one who stays at home, and spends a lot of time and money in correspondence, trying to locate certain stock and most likely, get second choice, at advanced prices. Or are you the wide awake fellow who has his memo book and pencil on the job annually?

If you will pardon a little personal experience, I would like to tell of my experience. Last June a small party of us left Philadelphia for Chicago, and before the train had changed engines, I had sold enough stock to pay my expenses of the entire trip, and while at the Convention sold all the goods I cared to offer. One of the members sold one order of 60,000 trees.

It is far more convenient for the nurserymen to meet together at the Convention and buy and sell stock than by correspondence, fully 85% of the membership who attended the convention either are buyers or sellers and Atlantic City is an ideal place to transact such business, with its ideal surroundings.

We have recently unloaded a car of stock bought at Chicago, that was beyond any doubt the best lot of stock that could be had anywhere, and had it not been for the convention I doubt very much if I would have ever bought a thing from this firm, as I had no idea they had the goods.

In addition to the above features, ideas are exchanged, and the nursery trade in general know what the nurserymen are doing, or expect to do for the nursery interests throughout the country, many friendships are formed that last a lifetime, and the last feature alone is worth the trip.

The Nurseryman who is not a member of the A. A. N. with its many advantages surely is losing money, and I would advise sending in your application to Secretary Chas. A. Sizemore, Lousianna, Mo., at once, so as to be able to attend the coming Convention at Atlantic City, New Jersey.

The Ritz Carlton Hotel our headquarters, is new, fire-proof, direct on the ocean front, and strictly first class in every way, and the rates are not as high as we have paid in other places, every room has a bath, phone and view of the ocean and all furnished alike the only difference is the location. The following rates are special for our members.

Two persons in a room, without meals, \$7-8-10-12; with meals, \$16-18-20-22.

One person in a room, without meals, \$3-6-8; with meals, \$9-10-12.

Atlantic City being a busy place during the latter part of June, I would advise getting your reservation early, and if you want good meals with plenty of sea food and a grand variety the Ritz cannot be beat.

Do not forget that accommodations for as low as \$3.00 a day including meals can be had, and I will gladly furnish the names of good clean and respectable places upon application, so you can see the rates are within reach of all.

Remember the dates June 25th, 26th, 27th, and are official dates but we have added the 24th, for the special trip by train as the guests of Seabrooks Co. and the

Jackson and Perkins Co. to their nurseries, this will be a treat in itself.

Now do not stay at home, and get rusty, attend the convention, get some of its pep, and you will return and "Brighten the corners where you are". Remember this will be the best, biggest and busiest ever.

William F. Miller, Gloucester City, N. J., Chairman Arrangements Committee.

The Secretary and Traffic Manager's report of the American Association of Nurserymen, for March 1924 shows total receipts of \$27,160.51, total disbursements of \$18,525.49, and balance in treasury April 1st of \$8,635.02.

### NURSERY SALESMEN

A salesman called at the request of Frank B. White, Horticultural Advertisers, Chicago, Ill., just to ask what we thought of the presentation of his line.

We should like to say Mr. White that it is "great" your salesman submits his wares as if they were jewels, which they are, nature's own. He told us he had lovely Iris at 25 cents each but at the same time started us longing for those, only offered to connoisseurs, up to fifteen dollars each.

Representing Clarence W. Hubbard, Wilmette, Illinois, he also offered a line of Peonies.

His method of approach is new in Horticulture or at least not common. We like it.

Some time ago in the columns of the "National Nurseryman" we were bemoaning the fact there were so few nurseries offering a good line of Hardy Herbaceous Plants.

A salesman called the past week, sent out by Bobbink and Atkins, Rutherford, N. J., that really gives one a thrill of pleasure to see.

A striking, yet chaste cover immediately arouses the interest as to what is inside and there is no disappointment felt on opening the pages. The color work carries along the interest to the text which ably presents a splendid list of hardy plants.

The index is a splendid feature combining as it does a finding list with a table that gives color, height, time of flowering, exposure, etc.

B. and A. can feel very certain their representative will be welcome wherever it calls.

An unusual salesman came to the office in the shape of a folder, which we are informed called upon over 15,000 people, with a view of stimulating a higher appreciation and a keener interest in the use of plant life; in the beautifying of home surroundings. The California Nursery Company, Niles, California, is the firm it represents.

Although this particular salesman is very simple, opening out to the large single sheet, it is attractively gotten up, well illustrated and carries its message in a very comprehensive style.

The home office reports that in spite of scant rainfall, interfering with planting, it accomplished its object and was well worth while.



# THE NEW HARDY IBOLIUM PRIVET

PRETTY AS CALIFORNIA  
HARDY AS AMOOR RIVER

SELECTED PLANTS

2 to 3 Feet

5 Branches and Over

Kudzu Vine Tamarix Honeysuckle Fruits and Ornamentals

WRITE FOR PRICES PETER BOHLENDER AND SONS  
TIPPECANOE CITY :: OHIO

## COMMERCIAL NURSERY CO. DECHERD, TENN.

WE OFFER

Peach Trees, Year Old, 3-4 ft. and 2-3 ft.  
*Special Prices on These Grades*

ALSO

June Buds, 2-3 ft., 18-24 in., and 12-18 in.  
*Good Assortment*

Shade Trees, Shrubs and Privet Hedge  
*All Grades. Write for Prices.*

## IBOLIUM PRIVET

The New Hardy Hedge Privet

A cross between Ibota and Ovalifolium. This new hybrid possesses the attractive characteristic of California Privet with the hardiness of Ibota.

It is of vigorous growth developing no constitutional weakness or susceptibility to blight or disease. It is upright in its habit with glossy round foliage and fills out even fuller at the bottom than does the California Privet.

*The Good & Reese Company*  
Springfield, Ohio DEPT. G.

FRUIT TREES—Pear, Plum, Peach, Apple and Cherry.  
SMALL FRUIT—Raspberry, Blackberry and Currants.  
FINE LOT OF GRAPES—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware  
1 year No. 1, and some varieties 2 year No. 1.  
SILVER MAPLE—Sizes 1 to 4 in.  
NORWAY MAPLE—Sizes 1½ to 4 in.  
CUT LEAF BIRCH, EUROPEAN SYCAMORE  
Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

H. J. CHAMPION & SON  
PERRY, OHIO

## RICE BROTHERS CO. Geneva, N. Y.

A		Fruit trees
General	on	Ornamental trees
Surplus		Shrubs and Roses

Write for prices.

Established 1866

## NAPERVILLE NURSERIES

— GROWERS OF —

Trees, Evergreens, Shrubs, Perennials, etc.  
LINING OUT STOCK

Catalog and list of lining out stock offerings will be sent upon request.

NAPERVILLE : ILL.

Telephone, Naperville No. 1.

Plants that Please Established 1906 Seeds that Yield  
V. R. ALLEN, SEAFORD, DEL.

ASPARAGUS	SEED
ROOTS	STRAWBERRY
STANDARD	EVERBEARING
DEWBERRY	
LUCRETIA	AUSTIN
TOMATO	
PLANTS	SEED
SWEET POTATO	
PLANTS	SEED-STOCK
GRAPES, CALIFORNIA PRIVET	

Contract Now

Correspondence Invited

# LABELS FOR NURSERYMEN THE BENJAMIN CHASE CO. DERRY N. H.

When writing to Advertisers please mention the National Nurseryman.



## ON THE SUBJECT OF TREES

*A Statement by F. W. Kelsey, of the F. W. Kelsey Company, 50 Church Street, New York, on the Subject of Trees of Interest to the Nursery Trade*

The increasing interest in hardy trees and the unprecedented demand for trees suitable for parks, private estates and roadside planting, indicates the general desire for civic betterment in urban and suburban communities all over the country. Indeed, this feature of natural adornment owing to the prodigious growth of the country, and at such comparatively small cost, is not possible in any other way.

The planting of street trees has already become an established municipal function in most cities. Before many years, beautifully shaded streets as in Washington, Newark and elsewhere, and in some Counties like Wayne County, Michigan, will supplement the attractions of the public parks quite generally. The observance of Arbor Day in most of the northern states has materially accentuated alike the interest and appreciation of these improvements.

The question as to the varieties, sizes, time for planting and treatment afterwards are all important factors.

As a rule, the more hardy, easily grown and readily transplanting kinds, such as the Elms, Maples, Planes, Ginkgo, and in some locations the Lindens, are the best for street and highway planting. Too large trees rarely succeed as well as smaller ones. In height from 10 to 15 feet and from 1½ to 2½ inches caliper usually give the best results. In most northern locations, April or early May in spring, and October and November in autumn, depending on the season's weather condition, is the desirable time for putting out all deciduous trees and shrubbery, excepting evergreens, which should be moved in early autumn—August or September, or in spring almost any time from the opening of the ground until, in late seasons, the latter part of May.

In moving nearly all trees, the roots, unavoidably become more or less broken and the circulation of the sap from disturbance or breakage of the fibrous roots results. This correspondingly disturbs and temporarily retards the growth of the tops, hence proper pruning of the branches to a corresponding degree is imperative for best results.

The lack of this requirement occasions more dissatisfaction from loss of immediate growth and often permanent injury than perhaps any other cause, where good transplanted trees are received in good condition and properly planted in good soil and favorable environment.

How frequently do we observe fine young trees, up to 3 inches and more caliper merely kept alive for the first year or two or dying outright because no attention was given in planting to the requisite pruning?

Nature is very exacting in these requirements, that the top be reduced to balance the root system, whenever the trees are moved, whether from near or far.

## FORESTRY PLANTING

An encouraging feature in the arboricultural developments of the country is the rapid strides now being made in forestry. The Federal Government, the States and Municipalities, and thousands of publicists everywhere,

have awakened to the necessity of prompt and effective action toward restoring what has been needlessly lost by the suicidal policy heretofore prevailing, of ruthlessly cutting or allowing our forests and timber supply to be destroyed. And this without apparently any thought, care or provision for the future.

As this condition is now reaching alarming proportions and lumber prices continue to mount higher and higher as the rapidly increasing demand for building and other purposes everywhere continues in geometric proportion to the growth of population, public interest and official action must go steadily forward toward remedying as far as possible, the errors of the past and make provision for the future.

The prediction is made by those having given this subject close study, that at the present rate of consumption of timber and wood pulp in the United States and Canada, it will not be many years before a wooden house will be a curiosity and prices for wood pulp in large quantities almost prohibitory.

The bill now before Congress, known as the McNary Senate Bill, No. 1182, is a conservation measure in the right direction, and should have the unqualified support of every one who realizes the danger of continuing a passive policy in this vital matter. This bill was prepared after a careful study of the forestry and lumber situation by the Senate Committee, and has already received the earnest endorsement of the leading forestry experts and State Forestry Commissions, the paper and pulp associations and others who realize what is coming in the future if no comprehensive policy is promptly adopted by the Federal Government, as well as the States, associations and all those identified with forestry needs.

Many of the States including New York, Pennsylvania, Massachusetts and other conservation departments are also accomplishing important results and in cooperation with owners of forestry lands and others for better things in forestry development.

Many forestry trees and evergreens in seedlings and transplants are produced at extremely low cost, so that the expense is no barrier but rather an inducement for all to unite for the common good and for the necessities of those who come after us.

Salem, Massachusetts,  
April 18, 1924.

Mrs. J. C. Vaughan,  
10-12 West Randolph Street,  
Chicago, Illinois.

Have only just learned with profound sorrow of the death of Mr. Vaughan. May I tender you and your family both personally and on behalf of the American Association of Nurserymen our deepest sympathy in your greatest of all losses. Our beloved fellow member was one of the few remaining original members of this association since the beginning nearly fifty years ago and his record is one of conspicuous and extraordinary service to horticulture in all its branches and this unique place in the business world at large will be left unfilled.

HARLAN P. KELSEY,  
President of A. A. N.



# BERBERRY THUNBERGII SEEDLINGS

(Largest Growers in the World of)

**QUALITY STOCK AT QUALITY PRICES**

**Ampelopsis Veitchii Seedlings      Ampelopsis Englemannii Seedlings**

**Ibota Privet Seedlings**

**GENERAL LINE OF FRUIT AND ORNAMENTALS**

*Let Us Quote on Your Wants*

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**CONN.**

Washington Pedigreed Asparagus

Palmetto Asparagus

Roots and Seeds

**HOME NURSERY CO.**

RICHLAND, WASHINGTON

## AMUNDSON SPHAGNUM MOSS

Clean, fresh, dry, long fibred. Burlapped or wired bales. Write for bale and carload prices.

**A. J. AMUNDSON CO., City Point, Wis.**

**Color Prints** from Photos of Horticultural Subjects

Will Sell Your Nursery Stock. We Specialize in Plate Books, Folios, Maps

WRITE FOR SPECIAL OFFER

**PROCESS COLOR PRINTING CO. (formerly CHRISTY Inc.)**  
700 Searle Bldg., Rochester, N. Y.

## PEACH PITS

At this writing, Saturday before Easter, apparently there will be a crop of Pits this year, though we never can tell what will happen. Orders for new crop now will be filled in rotation as received, should anything occur to keep the Pits from maturing; first come, first served.

Can supply 1923 crop now; prices on application. They are very fine.

**THE HOWARD-HICKORY CO.**

O. JOE HOWARD, Secretary and Treasurer

**Hickory**

:

:

**North Carolina**

## EVERGREENS

OLD WOOD CUTTINGS

10,000 JUNIPERUS PFITZARIANA 5-8 in

5000 TAXUS CUSPIDATA BREVIFOLIA 5-8 in.

Samples sent on request and charged.

500 BEECH RIVERS PURPLE GRAFTS 1 YR. 4-5 in. and 6 in. pots, 18-24 in.

**KALLAY BROS. CO. : Painesville, Ohio**

## EXCELSIOR WASTE

Cheapest and Best Packing Material for Nursery Stock—Retains Moisture Indefinitely

**BOSTON EXCELSIOR CO.**

11th Ave. and 29th St.

NEW YORK CITY



## FIELD GROWN ROSES

Please send your card for our new mailing list. Spring price list ready about June 15

**HOWARD ROSE CO., Hemet, Cal.**

**FALL 1923**

**SPRING 1924**

## FOREST TREE SEEDLINGS

Also lining out stock of

Betula Nigra, Catalpa Speciosa, Cornus Florida, Elm, Poplar, Locust, Walnut, Etc.

## SHRUBS

Altheas, Barberry Thunbergii, Deutzias, Loniceras California Privet, Amoor River North Privet, Amoor River South Privet, Spirea Van Houttii.

Write for our trade list

**FOREST NURSERY COMPANY**

BOYD BROTHERS

McMINNVILLE, TENN.

## HEADQUARTERS FOR

Catalpa Bungei

Berberry Thunbergii

Calif. Privet

Also a Complete Line of

Fruit Trees

Grape Vines

Small Fruits

Vines

Ornamental Trees and Shrubs

Roses

WRITE FOR PRICES

**T. W. RICE :-: Geneva, N. Y.**



## JAPANESE BEETLE QUARANTINE REVISED

Washington, April 14. The Federal quarantine on account of the Japanese beetle, heretofore effective in Pennsylvania and New Jersey, has been extended to include Delaware, the Federal Horticultural Board, United States Department of Agriculture, announced to-day in a revision of the quarantine, which goes into force immediately.

This step was made necessary, it was said, by the spread of the beetle to the border of Delaware. The safety zone maintained beyond the area known to be actually invaded, therefore, had to be pushed across the line to take in the township of Brandywine, New Castle County. The quarantine was further amended to include in the series of products hitherto designated as "soil, compost, and manure," also "sand, earth, and peat." In addition to farm products, nursery and ornamental stock, these now become subject to the regulations of the quarantine, which control their movement.

Other minor verbal changes were also made.

## UNITED STATES CIVIL SERVICE EXAMINATION

The United States Civil Service Commission announces the following competitive examination:

## Laboratory Aid in Plant Introduction

The examination will be held throughout the country on June 4. It is to fill vacancies in the Bureau of Plant Industry, Department of Agriculture, at entrance salaries ranging from \$1,140 to \$1,500 a year.

The duties of the position are to assist in the care of plants growing in the quarantine greenhouse, caring for seeds after fumigation, placing them in packets and arranging for their shipment, and other miscellaneous laboratory and greenhouse work.

Competitors will be rated on mental tests and practical questions relative to the duties of the position.

Full information and application blanks may be obtained from the United States Civil Service Commission, Washington, D. C., or the secretary of the board of U. S. civil-service examiners at the post office or customhouse in any city.

## CATALOGUES RECEIVED

- Naperville Nurs., Naperville, Ill.  
General Price List.
- Foust Nursery Co., McMinnville, Tenn.  
Wholesale Trade List.
- The Garden Nurs., Narberth, Pa.  
Grafts.
- Kelsey Nurseries, St. Joseph, Mo.  
Bulletin No. 1.
- Eddy Garden Service, Paradise, Pa.  
Bolen Broadcaster.
- Huntsville Wholesale Nurs., Inc., Huntsville, Ala.  
Box List No. 2.
- The Westminster Nurs., Westminster, Maryland.  
Snrplus Bulletin No. 3.
- Conard and Jones Co., West Grove, Pa.  
April Fifth Counts.
- D. Hill Nur. Co., Inc., Dundee, Ill.  
Lining out Stock.
- Naperville Nurs., Naperville, Ill.  
Transplanted Stock.
- Huntsville Wholesale Nurs., Huntsville, Ala.  
Box List No. 3.
- Clarence W. Hubbard, 1530 Wilmette Ave., Wilmette, Ill.  
Peonies and Irises.

## STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.

Required by the ACT OF CONGRESS OF AUGUST 24, 1912, of the NATIONAL NURSERYMAN, published monthly at Hatboro, Pa., for April 1, 1924.

State of Pennsylvania,  
County of Philadelphia.

Before me, a Notary Public in and for the State and the county aforesaid, personally appeared Thomas B. Meehan, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the NATIONAL NURSERYMAN, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, printed on the reverse side of this form: to wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are.

Publisher—THE NATIONAL NURSERYMAN PUBLISHING CO., INC., Hatboro, Pa.

Editor—ERNEST HEMMING, Easton, Maryland.

Business Manager—THOMAS B. MEEHAN, Dresher, Pa.

2. That the owners are:

James McHutchison, Jersey City, N. J.

Thomas B. Meehan, Dresher, Pa.

Penrose Robinson, Hatboro, Pa.

O. E. C. Robinson, Hatboro, Pa.

Albert F. Meehan, Dresher, Pa.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent, or more of total amount of bonds, mortgages or other securities are: NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds or other securities than as so stated by him.

THOMAS B. MEEHAN, Business Manager.

Sworn to and subscribed before me this 23rd day of April, 1924.

ELMER MILLER, Notary Public.

My commission expires March 11, 1925.

## FOR SALE

## FOR SALE

Our Established, Paying  
NURSERY BUSINESS

Including a large mailing List and Lining out Nursery Stock and Equipment. Will locate in Florida.

**KIGER'S NURSERY, Sawyer, Michigan**

ESTABLISHED 1893

## THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.

Edited by a practical nurseryman, Ernest Hemming, Easton, Maryland, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

ADVERTISING RATES ON APPLICATION

## THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated

Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.

When writing to Advertisers please mention the National Nurseryman.



# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

## AUDUBON Nursery, H. Verzaal, Prop., P. O. Box 275, Wilmington, N. C.

### BOX-WOOD SUFFRUTICOSA

We Grow Box-wood Edging in Large Quantity, Well Rooted. Bushy and Field Grown

If you are in need of good edging why not write for our prices before placing your order.

Our Prices Are Low Because We Specialize In Box-wood Only

**ROBERT H. BENDER**

St. Martins and Gravers Lane  
CHESTNUT HILL, PHILA., PA.

### TWO OF U. P. HEDRICK'S BOOKS

"The Cyclopedia of Hardy Fruits"—Price \$6.00  
and

"A Manual of Grape Growing"—Price \$3.25  
These will be of interest to all Nurserymen

The National Nurseryman Pub. Co., Hatboro, Pa.

### AMERICAN FLORIST'S TRADE DIRECTORY

*Edition Price \$5.00, Postpaid*

For Sale by

**NATIONAL NURSERYMAN PUB. CO., Inc.**  
HATBORO, - - - PA.

### NURSERY CATALOGS

Kept in Stock for Immediate Delivery. Samples Free.  
Let us Print your catalog. We have all the Engravings.

**CAMPBELL PRINTING COMPANY**  
Horticultural Advertising

917 Walnut Street Des Moines, Iowa

We Are Large Growers of Fruit and Nut Trees, Ornamentals and ROSES. Give Us a Trial. We Know the Quality of Our Stock Will Please You.

### INTER-STATE NURSERIES

C. M. GRIFFING & CO., PROP'S.,  
JACKSONVILLE, FLORIDA

### PEACHES FOR FALL 1924

We have one hundred thousand dormant bud peaches, mostly Elberta and Belle of Georgia. On leased land. Will sell in field. If interested in large lots write us.

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### TREE SEED SPECIALISTS

Seeds From Japan and China — Write for Prices

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**DO NOT FORGET!!!**

# RAFFIA

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:—RED STAR, X. X. SUPERIOR, A. A. WESTCOAST. Write for prices.

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Growers of First Quality Pecan Trees. Dependable for giving profitable returns. All standard varieties. Place orders now.

Also growers of open-field-grown budded and grafted Rose Bushes and other nursery stock.

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### MAGNOLIA GRANDIFLORA

All sizes from 1 to 10 ft.

CONIFERS and BROADLEAVED EVERGREENS in quantity.

Write for Prices

**VALDESIAN NURSERIES, Bastic, N. C.**

### Nursery Grown Lining Out Stock

of the better class for the best class. Grown by experienced propagators long at the business. Get on our order book. You won't be sorry—Get next our trade list. Wholesale only. We want free seed and hardwood cuttings.

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### PRINTING

Catalogues  
Stationery  
Business Forms



The Robinson  
Publishing Co.  
Hatboro, Pa.

**Specialists in Nursery Printing**

Ask for Prices.

We are the printers of this Magazine

*Weller's*  
**Perennials**  
with that  
Wonderful Root System

**WELLER NURSERIES**  
COMPANY

(Incorporated)

Holland, Michigan

28 Acres in Perennials

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Have some surplus to sell. Write for price

**THE ROSE FARM : Purchase, N. Y.**



# Bobbink & Atkins

Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

**WE** specialize only in  
Carolina Peach Pits.

**J. Van Lindley Nursery Co.**  
POMONA - N. C.

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(Established 1841)

The BEST and OLDEST horticultural paper in  
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Send for free copy and subscription rates to:

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### "Horticultural Advertiser"

This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.50. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.  
Lowdham, Notts, England

## HORTICULTURE

A WIDE-AWAKE PAPER FOR

NURSERYMEN, FLORISTS AND GARDENERS

Contains special features not found in any other trade journal.

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Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials.

Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas, Japanese, Ghent, and Mollis. Send Us Your Want List. Inspect Our Stock.

## SCARFF'S NURSERY

Headquarters for

### Small Fruit Plants

and LINING OUT STOCK

Our list quotes lowest prices.

Strawberries	Grape Vines	Asparagus
Raspberries	Privet	Rhubarb
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W. N. SCARFF & SONS  
NEW CARLISLE - OHIO

## EUROPEAN SYCAMORE, SILVER MAPLE

And Other Shade Trees in All Sizes

A Fine Lot of

### CALIFORNIA PRIVET

12-18 in. and 18-24 in.

And Hardy Shrubs of All Kinds

Also a Limited Supply of Fruit Trees and  
Small Fruit Plants

**T. B. WEST & SONS**

Maple Bend Nursery

Perry, Ohio

## CHARLES DETRICHE & SON

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks,  
Forest Tree Seedlings, Rose Stocks, Shrubs and  
Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

**JACKSON AND PERKINS COMPANY,**  
(Sole Agents)

NEWARK - NEW YORK

## Native Broad-leaved

### EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains, including: *Kalmias*,  
*Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*,  
*Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*,  
*Lonicera*, *Shortia*, *Iris*, *Liliums* *Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.  
ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**

Avery County

North Carolina

### TREES

Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

**The Bay State Nurseries**  
North Abington  
Mass.

### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



# Y E S

We Still Have a  
Large Stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Rhododendron Carolini-  
anum and Azalea  
Kaempferi.

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### FRAMINGHAM NURSERIES

Framingham, Mass.

## NURSERY BANDS

Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

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WRITE FOR PARTICULARS

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### American Steel Band Co.,

888 Progress Street,

PITTSBURGH, PA

## L. R. TAYLOR & SONS

TOPEKA - - - KANSAS

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*We Offer for Spring, 1924:*

Apple Trees (1 and 2-year)

Peach Trees

Cherry Trees

Plum Trees

Apple Seedlings

Apple Grafts

White Elm Trees, all sizes



TREES

SHRUBS

EVERGREENS

We are ready to quote prices on a very  
complete list of Ornamental Stock.

Stock grown wide apart is bushy and well  
rooted, especially suitable for wholesale or  
retail trade.

WRITE FOR PRICES

CATALOGUE NOW READY

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### THOMAS B. MEEHAN CO.

WHOLESALE NURSEYMEN

DRESHER :: PENNA.



# Special List Wholesale Surplus

Can Ship Order Same Day As Received. Write or Wire Quick. All Stock in First-class Condition. See Our Complete List For Other Items.

## PEACH TREES (Harrison Grown)—First Class Ready For Immediate Shipment

	6-7 ft. 3 1/4 in.	5-6 ft. 9 1/16 in.	4-5 ft. 1 1/2 in.	3-4 ft. 7 1/16 in.	2 1/2-3 ft. 5 1/16 in.	1 1/2-2 ft.
Iley .....	800	8000	7000	9000	8000	7000
Elberta ..	1000		6000	7000	40000	50000
Brackett .....			400	3500	2500	200
Krummels .....	1400	200		100	200	300
Mamie Ross .....	900	1200	900	800	1200	1200
Champion .....	180	800	1500		2000	450
Beer Smock .....	600	400	100	100	100	
Iron Mountain ..				1500	200	2600
Fox .....	700	1000	200	400	400	200
Salway .....	500	100		200	100	
Carman .....	1000	4000	3000	4000	2500	2000
Ray .....				400	300	1200
White Heath Clg.	300	90	500	500	700	200
Slaphey .....						200
Francis .....	100	900	2000			
Belle of Georgia.	200	800	900	800	1500	500
Bilyeu .....	50	50	50	50	50	25
Weaver .....	50	50	50	50	50	25

## APPLE TREES—2 yr. Budded (Harrison Grown)

	6-7 ft. 3 1/4 in.	5-6 ft. 5 1/8 in.	4-5 ft. 1 1/2 in.
Yellow Trans. ...	1000	800	1000
Williams .....	900	850	1000
Winesap .....	500	900	400
York Imperial ...	1200	2500	1500
Gano .....	900	900	700
Rome Beauty ...	3000	2000	800
Hyslop Crab ....	400		
Liveland Rasp ..			400

## APPLE TREES—1 yr. Budded (Harrison Grown)

	5-6 ft. 5 1/8 in.	4-5 ft. 1 1/2 in.	3-4 ft. 7 1/16 in.	2-3 ft. 5 1/16 in.	1-2 ft.
McIntosh .....	1000	3000	1000	900	400
Yellow Trans. ...	850	900	250	300	500
York Imperial ..	2000	1000	1000	500	500
Gano .....			900	850	600
Ben Davis .....			850	900	900
Duchess .....	200	500	700	900	700
Stayman's .....				1000	500
Wealthy .....			1000	500	200
Grimes .....	400	800	900	500	500

## QUINCE—2 yr. Budded on French Seedlings

	4 1/2 ft. 5 8 in.	3 1/2 ft. 1 1/2 in.	3 ft. 7 1/16 in.
Orange Quince ..	300	500	300
Champion Quince.		800	
Angers Quince ..	150	125	

## PEARS—2 yr. Budded on French Seedlings

	6-7 ft. 11 1/16 in.	5-6 ft. 5 1/8 in.	4-5 ft. 1 1/2 in.	3-4 ft. 7 1/16 in.
Bartlett Standard	1000	900	500	
Bartlett Dwarf ..			100	
Seckel Dwarf ....	250	300	400	
Seckel Standard .	200			
Clapps Favorite .	1000	400	200	
Lawrence Standard		75	100	
Anjou Standard .	150		175	
Duchess Dwarf ..		500	800	500
Kieffer .....	2000	2000	2075	2000

## PLUMS—2 yr. Budded on Plum

	5-6 ft. 5 1/8 in.	4-5 ft. 1 1/2 in.	3-4 ft. 7 1/16 in.
Burbank .....	90	100	
Lombard .....	900	400	
Red June .....			300
Shropshire Damson	250	100	100
Bradshaw .....	150	300	150

## CHERRY—2 yr. Budded on French Seedlings

	6 ft. 11 1/16 in.	5 ft. 9 1/16 in.	4 ft. 1 1/2 in.
Black Tartarian .	150	100	200
Dyehouse .....	150	90	150
Lambert .....	100		100
Schmidt .....	150		
Bing .....		100	50
Gov. Wood .....		250	275
Yellow Spanish .		80	150
May Duke .....		700	

## CHERRY—2 yr. Budded on French Seedlings

	4 1/2 ft. 11 1/16 in.	4 ft. 9 1/16 in.	3 1/2 ft. 1 1/2 in.	3 ft. 7 1/16 in.
Montmorency ....	750		400	
Early Richmond .	600	300	100	
Black Tartarian .	200	175	100	
(1 year)				

## ASPARAGUS—2 year roots

30000 Palmetto 30000 Conovers

## GRAPE VINES

35,000 Concord—1 year, No. 1.  
50,000 Concord—1 year, No. 2.  
20,000 Concord—2 year, No. 1.  
25,000 Moore's Early—1 year, No. 1.  
25,000 Moore's Early—1 year, No. 2.

## STRAWBERRY PLANTS

150,000 Klondyke  
75,000 Gandy  
50,000 Missionary  
30,000 Bubach  
30,000 Parsons Beauty

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN

JUNE 1924



Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, PRES.

SHENANDOAH, IOWA.

Forty-nine years in the wholesale nursery business have  
made the Mount Arbor Nurseries nationally known.

### OUR SPECIALTY

A large and complete line of general nursery stock for  
the wholesale trade including:

FRUIT TREES, SMALL FRUITS

ORNAMENTALS, ROSES, PERENNIALS

PRIVET, AMOOR RIVER NORTH

FRUIT TREE STOCKS

French and American Grown

## BUNTING'S NURSERIES

Specialize in growing the following stock for the  
wholesale trade. Can do items listed below in Car  
lots or less. Complete list of varieties.

PEACH TREES

APPLE TREES

PEAR TREES

GRAPE VINES

1 and 2 yr.

ASPARAGUS ROOTS

1 and 2 yr.

STRAWBERRY PLANTS

CALIFORNIA PRIVET

BARBERRY THUNBERGII

FLOWERING SHRUBS

ROSES

EVERGREENS

ETC.

Represented at the Convention by C. A. BUNTING

## BUNTINGS' NURSERIES

G. E. Bunting & Sons, Proprietors

Selbyville : Delaware

## BADGE NO. 33 CONVENTION SPECIALS

AMERICAN GROWN SEEDLINGS

MULTIFLORA JAPONICA; coming rose stock for field budding.  
CONNECTICUT GROWN.

BARBERRY THUNBERGII; grown where the soil and climate produce  
best seedlings.

SILVER MAPLE SEEDLINGS. All grades.

FOREIGN FRUIT AND ROSE STOCKS; seedlings that are right.

CAR LOTS ON

PEACH  
APPLE

BARBERRY THUNBERGII  
CALIFORNIA PRIVET

SHRUBS

LONG LIST OF H. P. & H. T. ROSES



SEE ANY OF OUR FOUR SALESMEN AT THE CONVENTION  
CLIFF BURR JIM MACKENZIE  
CHARLIE BURR GEORGE HARRIS

**C. R. BURR & COMPANY, Inc.**

GENERAL NURSERYMEN

MANCHESTER : CONN.



## The Preferred Stock

### Making Friends

in all parts of the country through first quality stock, prompt and courteous service, is our daily experience. The trade knows that the house of JACKSON & PERKINS is founded on the rock of satisfaction and service. Our steady increase in business proves that our policies are right. *We sell at wholesale to the trade only.*

We'll see you at the Convention. Our whole family will be there. Don't miss the special excursion to our Bridgeton, New Jersey, branch, Tuesday, June 24.

*It is time to begin thinking  
about your fall requirements*

**Jackson & Perkins Company**  
*Wholesale Only*  
Newark, New York.

## French Fruit Stocks

Dec. or Feb. Shipment From France

**Pears, Apples, Mahalebs, Mazzards,  
Myrobolans, Manetti, Etc.**

From Vincent Lebreton's Nurseries, Angers, France.

### HARDY LILY BULBS

**Auratum, Rubrum, Album, Magnificum**

Case Lots—Immediate or Later Shipment

BULBS for fall shipment. Advance orders being booked now for DUTCH BULBS, Paperwhites, Gladioli, Palm Seeds, Rosa Mult., Japonica Seeds, etc.

### BAMBOO STAKES

Japanese Natural or Dyed Green. Domestic Natural, Chinese Tonkin Stakes

### RAFFIA

Red Star and Two Other Brands of Natural, Also Dyed in 20 Colors

Write for prices stating your requirements

**McHutchison & Co.,** 95 Chambers St.  
New York City

## American Grown Seedlings

TELL US YOUR NEEDS IN

APPLE  
JAPAN PEAR  
FRENCH PEAR  
PYRUS USSURIENSIS (blight resistant)  
PYRUS CALLERYANA (blight resistant)  
MAZZARD  
MYROBOLAN  
QUINCE

Advance sales are heavy, particularly on pear, and from present indications we will clean up earlier than last year, so play safe and order early.

Moisture under control, a long growing season, continuous cultivation, new clean ground, careful handling and loading under cover, enable us to deliver a superior product—a THOROUGHLY MATURED SEEDLING. Such stock gives maximum stands.

CAN ALSO SUPPLY:

APPLE, 2 yr. and 1 yr.  
PEAR, 2 yr. and 1 yr.  
CHERRY, 1 yr. heavy  
PEACH, 1 yr.  
PLUM, 1 yr.



**WASHINGTON NURSERY CO.**  
Toppenish, Washington  
(In the famous Yakima Valley)  
Box P-1

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

COLLECTORS OF TREE SEEDS

THE

**North-Eastern Forestry Co.**

**CHESHIRE**  
...Connecticut...



# PAINESVILLE NURSERIES

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E  
S



A delightful episode of this delightful month.

Also a mighty good line of business for June consideration.

The past three or four years' experience emphasizes the fact that an order placed at the June convention is about the safest assurance of getting your full fall supply.

We have fifty acres of good clay working for you, and our representatives at the big meet will be on hand prepared to bind the bargain.

## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES



## J. H. SKINNER & CO.

Topeka Kansas

*We Offer*

Apple, Cherry, Peach, Plum  
and Kieffer Pear Trees

Apple Seedlings

Japan Pear Seedlings

Forest Tree Seedlings:

Black Locust

Honey Locust

Catalpa Speciosa

## At the Convention

Be sure to look over our samples of Catalogues and other printed matter including work done not only for Nurserymen but also for some of the best known and most successful national advertisers of other lines.

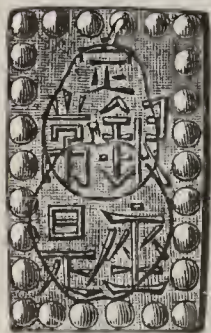
Our representative, Mr. John Watson, will be glad to talk over your next catalogue with you. You know Mr. Watson, of course: he has served you as President and also as Secretary of your Association. You know his experience in growing and particularly in selling nursery stock. That experience, combined with our facilities for printing catalogues, adds a distinct order-getting quality to the printing we are doing for Nurserymen.

Have a talk with Mr. Watson as the Convention. If you don't attend, write us.

THE DU BOIS PRESS

*Horticultural Color Printers*

ROCHESTER, NEW YORK



Let Us Talk to You About  
Furnishing Your Wants  
For FALL 1924 in

FRUIT TREES  
ROSES  
HEDGE PLANTS  
ORNAMENTAL SHRUBS  
and  
EVERGREENS

*Good Variety List, and Excellent Stock*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,  
HUNTSVILLE, ALA.

1872—1924

## BRIDGEPORT NURSERIES

Largest in Indiana

Offer in Car Load Lots

PEACH

CHERRY

1 and 2 year.

APPLE

1 and 2 year.

NORWAY MAPLE

2¼ inch and up

SUGAR MAPLE

1½ inch and up

*These Are Our Own Growing at Bridgeport  
And Are Sure to Please*

*Also a General Line of Other Stock, Including  
a Large List of Perennials*



C. M. Hobbs & Sons

BRIDGEPORT, INDIANA



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII

HATBORO, PENNA., JUNE 1924

No. 6

## THE COMING CONVENTION

Never before in the history of the trade has it been so essential for the nurseryman to go to Convention. Not so much on account of the support he would give to the American Association of Nurserymen, who so ably looks after the interest of the trade, but upon his own account.

Things are moving fast these days. The nurseryman no longer can stay at home and keep abreast of the times. It is absolutely necessary for him to get in personal touch with other members of the trade and to know what is going on. Processes and changes in business are almost revolutionary from month to month.

Government regulation and supervision in all business activities is becoming more and more evident and it behooves him to know the why and the wherefore and to have a voice in the management of affairs.

The day is past when the nurseryman could stay at home and mind his own business. Unless he keeps in touch with things he soon finds himself out of step and lagging behind.

The automobile, radio and modern thought, along all

lines of activity are completely changing ideas and methods. The income tax makes him keep books.

The individual no longer has much weight, however large his own particular business may be. To get a hearing before the transportation companies, the

G o v e r n m e n t or any of those powers which vitally effect business, his voice must be added to the crowd or he is not likely to be heard. Collective thought and action is necessary to gain a hearing.

The convention this year is being held at, perhaps, the most popular resort in the entire country. All those living in the interior will hardly need to be told of the pleasure of a trip to the queenly resort — Atlantic City.

The program has been arranged so that only morning sessions will be held, giving the visiting members an opportunity to enjoy the ocean and other attractions

in company with their wives and sweethearts.

There is every prospect of the coming convention being the greatest ever and it should be a very serious cause which would keep any member of the American Association from attending.



HARLAN P. KELSEY, Salem, Massachusetts  
*President of the A. A. of N.*



## CONVENTION NOTES

*By William F. Miller, Chairman of Committee on Arrangements*

## DON'T FORGET

JUNE 24TH

The dates—the official dates for the convention are the 23th, 26th and 27th, but that we have added the 24th for the special trip by train, to Seabrooks Co., 3500 acres; Koster & Co., and Jackson & Perkins' South Jersey nurseries.

The hotel headquarters are the Ritz-Carlton, Atlantic City, N. J., and reserve your room at once if you have not done so.

The following program has been arranged, subject to approval:

## WEDNESDAY, JUNE 23TH

10.30 A. M. Opening of Convention with an address of welcome by the Mayor of Atlantic City. Regular session until 4 A. M.

1 P. M. Round table luncheon at the hotel for members and their wives or guests. Address by Mr. Cattell, a noted after-dinner speaker, and few remarks by some of the members.

7 P. M. Pilgrimage to the Steeplechase Pier, for men and women both. Ten laughs a minute. If you do not want to laugh, do not go.

## THURSDAY, JUNE 26TH

9.30 A. M. until 1 P. M. Regular session.

2 to 3 P. M. Lecture by Prof. Farington.

7 P. M. Visit to Million Dollar Pier, men and women both. Dancing, etc.

## FRIDAY, JUNE 27TH

9.30 A. M. until 1 P. M. Regular session.

2 P. M. Unfinished business.

To register with the secretary, Mr. Sizemore, at the hotel.

Atlantic City observes daylight saving time, one hour ahead of Eastern Standard Time.

Meetings are at 9.30 A. M. and only one session a day. Be on hand early and save me a scolding. We may want to go to Atlantic City again at some future time.

The rainy season is over, and all the good people pray for good weather as the "effectual and fervent prayer of a righteous man availeth much."

That your better half will enjoy this convention, and is entitled to a little outing, and as this will be a family convention, by all means bring her with you.

When you buy your ticket ask for a tourist ticket, which is good until October 31st, at 20% reduction from regular fare. Stop over privileges anywhere by giving notice to the conductor on train. A good time to visit Washington or New York if you have never been there.

The evenings are generally cool. Bring a topcoat. Ladies, bring a sweater or cape.

Your license and owner's cards for your auto.

All roads to Atlantic City are the best.

If you come by auto from Baltimore, you can cross at Wilmington, Del. Ask for Pennsgrove Ferry. This will save going through Philadelphia and about 75 miles on the round trip.

Bring your bathing suit, or you can hire one and bathe from the hotel direct.

Lots of other short trips, and amusements for the ladies only, to be announced at the meeting for ladies only on Wednesday, the opening day.

The Eastern Association of Nurserymen will act as host, and entertainment committee, and will be provided with badges of identification.



CHARLES SIZEMORE

*Secretary and Traffic Manager of the A. A. of N.  
and Chairman of the Vigilance Committee*

Every year some one says I could not get accommodation at the hotel, so reserve your room at once, if you have not done so.

Remember, there are more hotels in Atlantic City than any place in the entire United States, and if you desire other quarters at a lesser rate, write so at once. Most hotels in Atlantic City quote rates with meals, and good quarters can be had with meals from \$3.00 per day up.

The Good Book says "it is not good for man to be alone," so treat your good wife to a trip to Atlantic City. She wants to go if she has never been there, and if she has, surely wants to go again.

Be sure and come early, and enjoy the whole sessions,



as this will be the best, biggest and busiest convention in our history.

Write or wire for any further information to Wm. F. Miller, chairman Arrangement Committee, Gloucester City, N. J.

Last, but not least, do not stay at home and be sorry, but come early and stay the limit, and help make this the best, biggest and busiest convention in our history.

#### PROGRAM 49TH ANNUAL CONVENTION OF THE AMERICAN ASSOCIATION OF NURSERYMEN

June 25, 26, 27, 1924

RITZ-CARLTON HOTEL, ATLANTIC CITY, N. J.

Wednesday Morning, 8.45 O'Clock

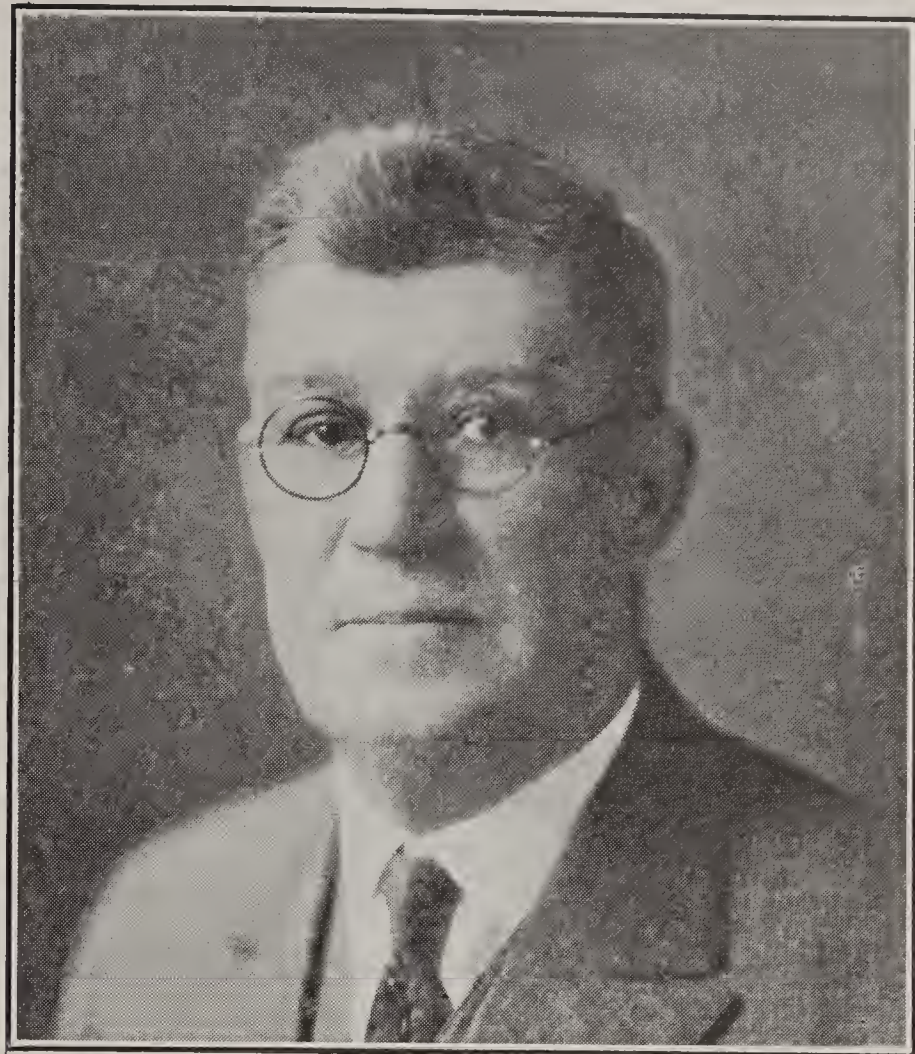
1. Call to order by President Harlan P. Kelsey, Salem, Mass.
2. President's address, Harlan P. Kelsey, Salem, Mass.
3. Report of Program Committee, Albert F. Meehan, Dresher, Pa.
4. Report of Committee of Arrangements, William F. Miller, Mt. Ephraim, N. J.
5. Secretary, Transportation and Traffic Manager's Report, Charles Sizemore, Louisiana, Missouri.
6. Treasurer's Report, J. W. Hill, Des Moines, Iowa.
7. Appointment of Auditing Committee.
8. Report of Finance Committee, Harlan P. Kelsey, Salem, Mass.
9. Report of Arbitration Committee, S. A. Miller, Milton, Oregon.
10. Report of Committee on Distribution, W. G. McKay, Madison, Wisconsin.
11. Report of Committee on Nursery Training in Agricultural Colleges, Alvin C. Nelson, Chicago, Ill.
12. Report of Committee on Relations With Landscape Architects, Walter E. Campbell, Pomona, N. C.
13. Report of Committee on Nursery Stock Storage Investigation, F. A. Wiggins, Toppenish, Wash.
14. Round Table Luncheon. Speaker: E. J. Cattell, former City Statistician, Philadelphia, Pa.
15. Illustrated Lecture, "Flowers of South Africa," E. H. Wilson, Arnold Arboretum, Boston, Mass.

The illustrated lectures are features of the program. Do not miss them.

Adjournment.

Thursday Morning, 8.45 O'Clock

16. Report of Committee to assist Dr. S. B. Detwiler, U. S. Department of Agriculture in the compilation and re-publication of Quarantine Regulations, Paul C. Stark, Louisiana, Mo.
17. Report of Committee on Nomenclature, Harlan P. Kelsey, Salem, Mass.
18. Report of Vigilance Committee, Charles Sizemore, Louisiana, Mo.
19. Report of Committee on Plant Patent or Copyright, J. Edward Moon, Morrisville, Pa.
20. Report of Committee on Market Development and Publicity, Paul C. Lindley, Pomona, N. C.
21. Report of Committee on Legislation and Tariff, J. Edward Moon, Morrisville, Pa.



GEORGE A. MARSHALL, Arlington, Nebraska  
*Vice President of the A. A. of N.*

21. Report of Special Committee to meet with Entomologists at Cincinnati Convention, Henry B. Chase, Chase, Ala.
23. Universal Federal Shipping Tag, Dr. Thomas J. Headlee, State Entomologist, New Brunswick, N. J.
24. Cost Accounting, C. Stuart Perkins, Ernst & Ernst, Public Accountants, Philadelphia, Pa.
25. Report of Special Advisory Committee to Co-operate with U. S. Dept. of Agriculture in Developing American Supply of Raw Material, Henry B. Chase, Chase, Alabama.
26. Round Table Luncheon.
27. Report of Committee on Botanical Gardens and Arboreta, Robert Pyle, West Grove, Pa.
28. Illustrated Lecture, "The Arnold Arboretum: a Museum of Living Trees and Shrubs," E. J. Farrington, Secretary, Mass. Horticultural Society.

Adjournment.

Friday Morning, 8.45 O'Clock

29. First order of business:  
Report of State Vice Presidents.  
Election of Officers.  
Selection of next place of Meeting.
30. Report of Committee on Standardization of Horticultural Trade Practice, Earl E. May, Shenandoah, Iowa.
31. Summer Planting, Walter W. Hillenmeyer, Lexington, Kentucky.
32. Report of Committee on Co-operation with other Horticultural Organizations, George A. Marshall, Arlington, Nebraska.
33. Unfinished business.
34. New business.
35. Adjournment.



## JOINT EXCURSION ARRANGED FOR VISITING NURSEYMEN

The Seabrook Farms Company, Koster & Company, at Bridgeton, N. J., and the Jackson & Perkins Company, Shiloh, near Bridgeton, have jointly arranged an excursion for nurserymen attending the convention to visit their plants.

A most urgent and cordial invitation is extended to all members of the association.

The excursion will be on Tuesday, June 24th, the day preceeding the opening of the convention.

A special train will be provided and there will be diners attached to take care of the crowd for luncheon (or it might be breakfast for some of them) and every possible effort will be made to give the crowd a very interesting and enjoyable time.

The schedule as now planned is as follows:

Leave Atlantic City at 10.30 Standard Time.

Arrive at Seabrook Farms 12 o'clock.

Go over Koster & Company and Seabrook's establishments from 12 to 2.30 P. M.

Visit Jackson & Perkins establishment at Shiloh (near Bridgeton) from 2.30 to 5 P. M.

Have dinner at the New Cumberland Hotel, Bridgeton, from 5 to 6.30.

Leave Bridgeton at 6.30.

Arrive back at Atlantic City 8 P. M.

This schedule is all given in standard time, but both Atlantic City and Bridgeton are on daylight saving time, which of course puts this schedule just one hour later.



MICHAEL R. CASHMAN, Owatonna, Minnesota  
*Member of the Executive Committee*

## NURSERY NEWS FROM NORTH CAROLINA

By W. C. DANIELS

Under the direction of Mr. A. Chandler Manning, Landscape Architect, for J. Van Lindley Nursery Company, the North Carolina College for Women, Greensboro, N. C., is decorating the grounds for commencement time. There are 1800 girls attending this college this year. Plans are also under way to do considerable landscape work on the grounds this year, the college girls doing the planning under the direction of Mr. Manning.

Mr. Robert C. Young, of Greensboro, is installing a Skinner water system over a large portion of his nursery. Mr. Young's specialty is propagating coniferus Evergreens.

Jackson & Perkins Co., distributed a car of young Evergreens in North Carolina from Greensboro this month.

Fruit growers in the Sand Hill section of North Carolina are planning for the biggest fruit crop in the history of that section.

Lindley Nursery Company has a contract with the Vick Chemical Co., Greensboro, N. C., for growing Menthol plants by the 100,000. These plants are used in the production of Vick's Vaporub Salve. There were 12,000 plants shipped last week to Indiana.

Mr. W. E. Campbell, of Greensboro, expects to attend the Kiwanis Convention in Denver, Colorado, in June.

The Red Path Chautauqua circuit this year has for one of its attractions a lecture by some well known speaker on Landscape Gardening.

Robert C. Young, Greensboro, North Carolina, reports having sold out completely all of the important items. He found big demand this spring from the southern nurserymen and florists, for young evergreens and received more orders from Texas than any other southern state, Georgia and South Carolina being next in line. From North Carolina not so many orders, but they were much larger.

He reports having made very heavy propagation the past winter and spring, putting out over one-half million Boxwood cuttings and having sown sufficient evergreen seed to grow over five million seedlings. He has also put out over one-half million Regal lily seed, which look very promising, the seed coming up in fine shape.

He has added to his overhead irrigation system over 1000 new pipe lines and an additional pump with a capacity of seventy-two thousands gallons per day.

## MID-WESTERN PEONY AND IRIS SOCIETY

On March 5th was formed the Mid-Western Peony and Iris Society at Hotel Savary, Des Moines, Iowa.

At the time of the Annual Peony Show will occur the annual meeting, beginning the fiscal year and the charter membership will be held open until that time.

The dues will be \$2.00 per year, which pays until June, 1925.

The following officers were elected to serve until June, 1924: President, Mr. Charles D. O'Donnell, Des Moines; vice president, Mr. Ward W. Cook, Clinton, Iowa; secretary-treasurer, Mrs. W. G. DuMont, Des Moines; corresponding secretary, Mrs. Ralph Orwig, Des Moines.





J. W. HILL, Des Moines, Iowa  
*Treasurer of the A. A. of N.*

#### DYEING TREES

Experiments are being conducted, in Philadelphia, in dyeing the timber in the trunks of trees, while the tree is still alive. These chemical dyes are introduced into the tree, near or at the roots and are carried by means of the sap all through the wood. Through the evaporation of the moisture in the tiny cells the dye is drawn to the farthest tips of the tree. Complete saturation of the wood takes from two to ten days.

When the process is complete, of course, the tree is dead, and ready for the axe or saw and ready to be converted into lumber. Hard or soft wood takes the dye equally well.

After the wood is once colored it can be boiled in water, steamed or exposed to weather for an indefinite period with no apparent effect.

Experiments along these lines were carried on in Germany before the outbreak of the World War and are now being carried on to completion in this country.

The New York Agricultural Experiment Station report on commercial fertilizers states the prices will be lower and the quality higher than in any time since 1914. Conditions are fast approaching pre-war conditions.

Analysis proves that the cost to the purchaser of one pound of plant food in the high grade mixtures averaged 11.3 cents, as compared with 15.3 cents per pound for plant food in the low grade mixtures.

#### THE 22ND ANNUAL CONVENTION OF THE PACIFIC COAST NURSERYMEN'S ASSOCIATION

Burton, Wash., May 15, 1924.

The twenty-second annual convention of the Pacific Coast Association of Nurserymen will be held at Yakima, Washington, July 15, 16 and 17, 1924. The Executive Committee desires to know what questions or problems, in your opinion, should have careful consideration at this meeting, especially in the matter of improvement of business with the public while maintaining a high standard quality of product to be sold at prices to cover cost of production and a reasonable margin of profit on investments.

At the present time, with demand in most classes of fruit stocks rather below normal, while supply in some lines is fully up to normal, caution is needed to avoid any lowering of quality which tends to reduce market values. The reputation for a high standard quality product is a valuable asset and how best to distinguish the better from the poorer grades, in the minds of the public not informed of its importance, is one of the important questions suggested.

Production of and demand for ornamental stocks is increasing strongly. What suggestions do you offer as to possibilities in that line? What have you to offer and what do you desire regarding information in any matters pertaining to the welfare of the nursery business and its relation to the best interests of the public?

Surveys are being completed to determine condition of growing stocks for planters' season, 1924-25, and results will be made known at an early date.

The Commercial Hotel, Yakima, is the designated headquarters and the meeting will be held in the Chamber of Commerce Assembly Hall in near proximity.

The various committees are urged to meet early in order that all important business coming before the convention may be transacted on the first days and recreation will follow, as usual, in some pleasing form. A get-together dinner will be served on the first evening and an address on some timely business topic will be given by one of the local, noted speakers. Yakima is a central point and a good attendance is the prospect.

Please state in your announcement, in the Badge Book, what you will offer the trade and what you desire to obtain from the wholesale trade specifically rather than in terms in order to be most helpful and to receive the highest measure of benefit from this service.

At the Boise convention it was unanimously voted to make annual dues \$10.00, which includes half a page space in the Badge Book and with full page \$12.50.

C. A. TONNESON, Sec'y-Treas.

#### THE AMERICAN PEONY SOCIETY

The American Peony Society will hold the annual meeting and peony show in Des Moines, Iowa, at the Coliseum, June 14, 15 and 16.

It is aiming to put on exhibit 1,000,000 peonies. Special refrigerator cars have been arranged for to bring flowers from Massachusetts, Minnesota and Iowa.

E. T. Meredith, Des Moines, Iowa, is chairman of the society, and C. C. Sherlock, editor of "Fruit, Garden and Home," Des Moines, Iowa, vice chairman.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

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date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Easton, Md., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., June 1924

**WASH YOUR DIRTY LINEN BUT DON'T TALK ABOUT IT** Crooks in the nursery business, like dirty linen, do exist. Both are undesirable and should be brought up to sanitary standards with as little publicity as possible.

There is a proper place to do the purifying and it is not in the market place or in the newspaper.

In the first place, the place to begin is right at home in our own individual business.

Businesses, like persons, are never perfect and the words of the general confession in the church prayer book, "We have left undone those things which we ought to have done and done those things we ought not to have done" are pretty generally applicable.

Those nurserymen who have adopted and strictly adhere to a high code of business ethics do more to raise and fix the standards of others than all the sensational publicity of crookedness.

It is the suspicion that others are getting away with smart practices that is so demoralizing. It is the attitude expressed in the Englishman's "Oh, say! It isn't done you know" that really establishes the code.

There always has been and we presume always will be uplifters who take the "holier than thou" stand and feel it is their duty to reform the world by preaching rather than practice. Such men are necessary, they do useful work in stirring up the consciences that perhaps are a little dormant, but after all they should not be taken too seriously as very often their enthusiasm, in what they consider their duty, is ill-founded and not always applicable. They are just as likely to do wrong by raising suspicion and doubt as to improve things by their preaching.

The nursery trade, on the whole, has a high standard of morality and a Code of Ethics that is second to no

other business. The work of bringing the members up to a full appreciation of the necessity of working to this code is the work of the trade alone. It is not a Government function, as that is primarily to see that everyone has equal chances.

The nursery trade has shown every evidence of its intention of setting a high standard of action for its members and there is little question that it will accomplish it, if given the time, and much more effectively than by washing the dirty linen in public with a view of arousing public sentiment and encouraging Government interference.

**SURPLUS** The subject of surpluses and falling prices is always in the minds of the nurserymen, although remote just at present.

Too heavy plantings in the past, that found a way to the brush pile, left an impression which is not easily eradicated and perhaps has more influence on his outlook into the future than it should have.

Of course there is always a danger of over planting, but one has only to keep in close touch with the astounding progress of the past few years, in all lines, as to wonder if such a thing as a surplus is possible, and, if it is not rather the fault of poor individual management than through the inability of the country to absorb the goods.

There may be a surplus in one locality of a few things and often is, while there is a shortage in another. It would seem the main thing to do is for the individual planter to study the scope of his own particular market. General statements, covering the whole country, are rarely applicable to all localities or all individuals.

Judging from the absorption in other lines of merchandise it would hardly seem possible that there could be a surplus of nursery stock for a long time to come. The need of planting, along all lines, is so great, not only in the fruit industry, but also in forestry and ornamentals.

The main thought that should always be kept foremost in mind is the transportation and distribution with this properly provided job at a charge that will not place the price beyond its value to the purchaser. The proper development of the market to absorb it is merely a matter of proper publicity.

## WATCH YOUR STEP

May 6, 1924.

National Nurseryman,  
Hatboro, Penna.

Dear Sirs:

The Federal Horticultural Board is advocating some amendments of the Plant Quarantine Act of 1912. See H. R. 8374.

An amendment to Section 10 is proposed which provides among other things as follows:

"That any person who forcibly assaults, resists, opposes, prevents, impedes or interferes with any employee of the Department of Agriculture in the exercise of his duties, etc., etc., shall, upon conviction, be punished by a fine of not less than \$500, nor more than \$5,000, or by imprisonment not less than one month or more than one year, or both; and any person who discharges any deadly



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**APPLES:** 2 yr. buds  
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June 1924

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TO BLADE**

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weapon upon any employee of the Department of Agriculture or uses any deadly weapon in resisting him in the exercise of his duty shall be imprisoned at hard labor for a term of not less than one year nor more than ten years."

May the above be properly considered as an indication that Dr. Marlatt has taken too seriously some of the caustic criticisms directed at the Federal Horticultural Board?

We have in the past "forcibly opposed and resisted" and for two or three years previous to the passage of the Act of 1912 we did "prevent and impede".

Hereafter we must be more careful or the jail doors will open for us!

M. T. BEAN.



PAUL C. LINDLEY

*Chairman of Market Development and Publicity*

### THE LUMBER SUPPLY

The Department of Agriculture has issued a folder, which, by means of diagrams, graphically describes the condition of the lumber supply in the United States.

The present annual drain on the forests is 25,000,000,000 cubic feet, the present annual growth being only 6,000,000,000 cubic feet. In other words lumber is being used over four times faster than it grows, under the present area of land devoted to forests.

It shows the urgent need of all waste land being reforested as soon as possible.

One has only to go to the mill and buy a small amount of lumber to realize the price of it has gone up within the last few years and under present conditions prices are likely to go higher, rather than come down.

Apart from this, however, the forests in the country are very essential to its welfare in other ways, such as their effect on the water sheds of the country, preservation of wild life and other conditions that are not so

readily perceived yet on which the forests have a vital bearing.

The statement has been made, with much evidence to support it, that the fall of some of the ancient empires of Europe and Asia could be traced very directly to the deforestation, which took place during the height of their prosperity. Mountains and hills were stripped of their forests, thus drying up the water courses and allowing the sun, wind and floods to denude the country, that was left without a protection of forest growth.

Nurserymen are perhaps only interested indirectly, yet it would seem that they should be among the leaders to encourage the conservation and protection of forests now existing and be prime movers in the reforestation of all available land.

Rochester, N. Y., May 22, 1924.

National Nurseryman,  
Hatboro, Penna.

Dear Sirs:

I have enjoyed reading an article by Mr. J. F. Jones, of Lancaster, Pa., in the June issue of the American Nurseryman.

Mr. Jones has one idea which I cannot understand. He says: "As things go on now any nurseryman can get a certificate to ship stock and can go out and buy stock that was never inspected and ship that also."

If that can be done in the State of Pennsylvania, the conditions are very different from those in New York State.

In this state every grower must have his stock inspected by, and receive a certificate of inspection from the State Department of Agriculture before he can ship interstate or intra-state or deliver by truck or any other means.

To the best of our knowledge we have never bought or received any nursery stock grown in New York State that has not been inspected and for which a certificate could not be furnished. If we knew of any blocks of stock that had not been so inspected we should consider it our duty to report the same promptly to the State Department of Agriculture.

If we buy stock from without the state it of course must bear a copy of the inspection certificate of that state when it is received by us, and on its receipt it is our duty to notify the Department of Agriculture, or its representative, and it is then inspected by such representative before it is handled by us in our regular course of business, consequently we feel that when we ship it out to our customers we are entirely justified in shipping it under our own certificate, and it seems to me that under this method the public is as fully protected as it would be under the proposed Federal tag.

If other states are lax in their inspection and methods, such states should reform their rules, but nurserymen located in states having thorough inspection methods should not be handicapped by further Federal control.

Very truly yours,

WM. PITKIN.



## ANNOUNCEMENT

### VINCENNES NURSERIES W. C. Reed & Son, Vincennes, Ind.

Season has closed. Cherry cleaned up very close. One Year Blocks all cleared, they are best to plant. Two Year will be in short supply, for Fall. Best play safe and Order early. Our One Year will Satisfy Your Customer and live better. We are now ready to Book Orders.

Cherry One Year 11-16 up, 9-16 to 11-16, 7-16 to 9-16  
Sweet Cherry One Year 5-7 ft., 4-5 ft., and 3-4 ft.

Largest Producers of Cherry Trees in the World  
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Robert Pyle, President

West Grove Penna.

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## Some Phrases of the Government in Business

*Part of the Address of Secretary of Commerce Herbert Hoover, at the Annual Meeting of the United States Chamber of Commerce, Cleveland, Ohio, Evening of May 7, 1924, Deserving Close Study By Those Guiding the Policy of the American Association of Nurserymen*

Your chamber has recently submitted to its members a number of recommendations upon Principles of Business Conduct in the form of a report of your Committee on Business Ethics. The very fact of issuing such a report is of interest. I wish to discuss the whole subject in its wider sense and in the relation of Government to business.

The advancement of science and our increasing population require constantly new standards of conduct and breed an increasing multitude of new rules and regulations. The basic principles laid down in the Ten Commandments and the Sermon on the Mount are as applicable today as when they were declared, but they require a host of subsidiary clauses. The ten ways to evil in the time of Moses have increased to ten thousand now.

A whole host of rules and regulations are necessary to maintain human rights with this amazing transformation into an industrial era. Ten people in a whole county, with a plow a piece, did not elbow each other very much. But when we put seven million people in a county with the tools of electricity, steam, 30-floor buildings, telephones, miscellaneous noises, street cars, railways, motors, stock exchanges, and what not, then we do jostle each other in a multitude of directions. Thereupon our law makers supply the demand by the ceaseless piling up of statutes in attempts to keep the traffic open; to assure fair dealing in the economic world; to eliminate its waste; to prevent some kind of abuse or some kind of domination. Moreover, with increasing education our senses become more offended and our moral discriminations increase; for all of which we discover new things to remedy. In one of our States over, 1,000 laws and ordinances have been added in the last eight months. It is also true that a large part of them will sleep peacefully in the statute book.

The question we need to consider is whether these rules and regulations are to be developed solely by Government or whether they can not be in some large part developed out of voluntary forces in the nation. In other words can the abuses which give rise to Government in business be eliminated by the systematic and voluntary action of commerce and industry itself? This is indeed the thought behind the whole gamut of recent slogans "Less Government in Business," "Less Government Regulation," "A Square Deal," "The Elimination of Waste," "Better Business Ethics," and a dozen others.

National character can not be built by law. It is the sum of the moral fibre of its individuals. When abuses which rise from our growing system are cured by live individual conscience, by initiative in the creation of voluntary standards, then is the growth of moral perceptions fertilized in every individual character.

No one disputes the necessity for constantly new standards of conduct in relation to all these tools and inventions. Even our latest great invention—radio—has brought a host of new questions. No one disputes that much of these subsidiary additions to the Ten Commandments must be made by legislation. Our public utilities are wasteful and costly unless we give them a privilege more or less monopolistic. At once when we have business affected with monopoly we must have regulation by law. Much of even this phase might have been unnecessary had there been a higher degree of responsibility to the public, higher standards of business practice among those who dominated these agencies in years gone by.

There has been, however, a great extension of Government regulation and control beyond the field of public utilities into the field of production and distribution of commodities and credit. When legislation penetrates the business world it is because there is abuse somewhere. A great deal of this legislation is due rather to the inability of business hitherto to so organize as to correct abuses than to any lack of desire to have it done. Some times the abuses are more apparent than real, but anything is a handle for demagoguery. In the main, however, the public acts only when it has lost confidence in the ability or willingness of business to correct its own abuses.

Legislative action is always clumsy—it is incapable of adjustment to shifting needs. It often enough produces new economic currents more abusive than those intended to be cured. Government too often becomes the persecutor instead of the regulator.

The vast tide of these regulations that is sweeping onward

can be stopped if it is possible to devise, out of the conscience and organization of business itself, those restraints which will cure abuse; that will eliminate waste; that will prevent unnecessary hardship in the working of our economic system; that will march without larger social understanding. Indeed, it is vitally necessary that we stem this tide if we would preserve that initiative in men which builds up the character, intelligence, and progress in our people.

I am one of those who believe in the substratum of inherent honesty, the fine vein of service and kindness in our citizenship. The vast volume of goods and services that daily flow through the land would cease instantly were it not for the instinctive dependence of our people upon moral responsibility of the men who labor in the shops and farms and the men who direct our production and distribution.

In these times of muddled thought it is sometimes worth repeating a truism. Industry and commerce are not based upon taking advantage of other persons. Their foundations lie in the division of labor and exchange of products. For through specialization we increase the total and variety of production, and secure its diffusion into consumption. By some false analogy to the "survival of the fittest" many have conceived the whole business world to be a sort of economic "dog eat dog." We often lay too much emphasis upon its competitive features, too little upon the fact that it is in essence a great cooperative effort. And our homemade Bolshevik-minded critics to the contrary, the whole economic structure of our nation and the survival of our high general levels of comfort are dependent upon the maintenance and development of leadership in the world of industry and commerce. Any contribution to larger production, to wider diffusion of things consumable and enjoyable, is a service to the community and the men who honestly accomplish it deserve high public esteem.

The thing we all need to searchingly consider is the practical question of the method by which the business world can develop and enforce its own standards and thus stem the tide of Governmental regulation. The cure does not lie in mere opposition. It lies in the correction of abuse. It lies in an adaptability to changing human outlook.

The problem of business ethics, as a prevention of abuse is of two categories: those where the standard must be one of individual moral perceptions, and those where we must have a determination of standards of conduct for a whole group in order that there may be a basis for ethics.

The standards of honesty, of a sense of mutual obligation and of service were determined 2000 years ago. They may require at times to be recalled. And the responsibility for them increases infinitely in high places either in business or Government, for there rests the high responsibility for leadership in fineness of moral perception. Their failure is a blow at the repute of business and at confidence in Government itself.

The second field and the one which I am primarily discussing is the great area of indirect economic wrong and unethical practices that spring up under the pressures of competition and habit. There is also the great field of economic waste through destructive competition, through strikes, booms and slumps, unemployment, through failure of our different industries to synchronize and a hundred other causes which directly lower our productivity and employment. Waste may be abstractly unethical but in any event it can only be remedied by economic action.

If we are to find solution to these collective issues outside of Government regulation we must meet two practical problems:

First, there must be organization in such form as can establish the standards of conduct in this vast complex of shifting invention, production and use. There is no existing basis to check the failure of service or the sacrifice of public interest. Some one must determine such standards. They must be determined and held flexibly in tune with the intense technology

Second, there must be some sort of enforcement. There is the perpetual difficulty of a small minority who will not play the game. They too often bring disrepute upon the vast majority; they drive many others to adopt unfair competitive methods which all deplore; their abuses give rise to public indignation and clamor which breed legislative action.

I believe we now for the first time have the method at hand for voluntary organized determination of standards and



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300	Plum, Lombard	11-16 inch
1000	Cherry, Montmorency	11-16 inch
1000	" Richmond	11-16 inch
600	Peach, Carmen	9-16 inch, up
700	" "	7-16 to 9-16 inch
1000	Currant, London Market	2 yr. No. 1
1000	" "	2 yr. No. 2
1000	" Wilder	2 yr. No. 1
1000	" "	2 yr. No. 2
1000	Grape, Catawba	2 yr. No. 1
2000	" "	2 yr. No. 2
10000	" Concord	2 yr. No. 2
5000	" Niagara	2 yr. No. 1
8000	" "	2 yr. No. 2

## VINES

1000	Ampelopsis engelmannii	2 years
1000	Aristolochia siphon	2 years No. 1
	(Large Leaved, grafted)	
1000	Aristolochia siphon	2 years No. 2
	(Large Leaved, grafted)	
2000	Clematis paniculata	2 years
2000	Lonicera Halleana	2 years
900	Lycium chinensis	2 years
750	Pueraria thunbergii	1 year

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2000	Frau Karl Druschki	600	Tom Wood
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## SHRUBS

6000	Ligustrum Amurensis	2 years, 1 to 1½ feet
8000	" "	2 years, 1½ to 2 feet
2000	" Ibota	2 years, 1 to 1½ feet
5000	" "	2 years, 1½ to 2 feet
15000	" ovalifolium	1 to 1½ feet
15000	" "	1½ to 2 feet
2000	" vulgaris	1 to 1½ feet
1000	" "	2 to 3 feet
1000	Philadelphus coronarius	1½ to 2 feet
2000	" "	2 to 3 feet
1000	" lemoine	2 to 2½ feet
5000	Spiraea VanHoutte	1½ to 2 feet
7000	" "	2 to 3 feet
1500	Symphoricarpos racemosus	1½ to 2 feet
1500	" "	2 to 3 feet
500	" "	3 to 4 feet
500	" vulgaris	2 to 3 feet
1000	" "	3 to 4 feet
700	Tamarix Africana	2 to 3 feet

## ORNAMENTAL

1000	Catalpa bungei	1 year heads
1000	" "	2 year heads
1000	Platanus orientalis	1½ to 1¾ inch
1000	Quercus palustris	8 to 10 feet
1000	" "	1¼ to 1½ inch
1000	" rubra	8 to 10 feet
1000	" "	1¼ to 1½ inch
1000	" "	1½ to 1¾ inch
1000	Elm, American	6 to 8 feet
1000	" "	8 to 10 feet
500	" "	1¼ to 1½ inch

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their adoption. I would go further; I believe we are in the presence of a new era in the organization of industry and commerce in which, if properly directed, lies forces pregnant with infinite possibilities of moral progress. I believe that we are, almost unnoticed, in the midst of a great revolution—or perhaps a better word, a transformation in the whole super-organization of our economic life. We are passing from a period of extremely individualistic action into a period of associational activities.

Practically our entire American working world is now organized into some form of economic association. We have trade associations and trade institutes embracing particular industries and occupations. We have Chambers of Commerce embracing representatives of different industries and commerce. We have the labor unions representing the different crafts. We have associations embracing all the different professions—law, engineering, medicine, banking, real estate, and whatnot. We have farmers' associations, and we have the enormous growth of farmers' cooperatives for actual dealing in commodities. Of indirect kin to this is the great increase in ownership of industries by their employees, and customers, and again we have a tremendous expansion of mutualized insurance and banking.

Although such associational organizations can trace parentage to the middle ages, yet in their present implication they are the birth of the last 50 years, and in fact their growth to enveloping numbers is of the last 25 years. We have, perhaps, 25,000 such associational activities in the economic field. Membership, directly or indirectly, now embraces the vast majority of all the individuals of our country. Action of wide import by such associations has become an important force of late in our political, economic and social life.

It is true that these associations exist for varied purposes. Some are strong in recognition of public responsibility and large in vision. Some are selfish and narrow. But they all represent a vast ferment of economic striving and change.

Ever since the factory system was born there has been within it a struggle to attain more stability through collective action. This effort has sought to secure more regular production, more regular employment, better wages, the elimination of waste, the maintenance of quality or service, decrease in destructive competition and unfair practices, and oft times to assure prices or profits. The first phase of development on the business side was "pools" in production and distribution. They were infected with imposition upon the public and their competitors. In some part they were struggles to correct abuse and waste. They were followed by an era of capital consolidations with the same objects, but also to create a situation of unbreakable agreements. Both were against public interest and the public intervened through the Sherman Act. Yet underneath all these efforts there was a residuum of objects which were in public interest.

Associational activities are I believe driving upon a new road where the objectives can be made wholly and vitally of public interest. The legitimate Trade Associations and Chambers of Commerce with which I am now primarily concerned, possess certain characteristics of social importance and the widest differentiation from pools and trusts. Their membership must be open to all members in the industry or trade, or rival organizations enter the field at once. Therefore, they are not millstones for the grinding of competitors as was the essence of the old trade combinations. Their purpose must be the advancement of the whole industry or trade, or they cannot hold together. The total interdependence of all industries and commerce compels them in the long run to go parallel to the general economic good. Their leaders rise in a real democracy without bosses or political manipulation. Citizens cannot run away from their country if they do not like the political management, but members of voluntary associations can resign and the association dies.

I believe that through these forces we are slowly moving toward some sort of industrial democracy. We are upon its threshold, if these agencies can be directed solely to constructive performance in the public interest.

All this does contain some dangers, but they will come only from low ethical standards. With these agencies used as the machinery for the cultivation and spread of high standards and the elimination of abuses, I am convinced that we shall have entered the great era of self-governing industry and business which has been a dream to many thinkers. A self-governing industry can be made to render needless a vast area of Governmental interference and regulation which has grown up out of righteous complaint against the abuses during the birth pains of an industrial world.

Some people have been alarmed lest this associational movement means the destruction of our competitive system, lest it inevitably destroy the primary individualism which is the impulse of our society. This alarm is groundless. Its rightful ac-

tivities do not destroy equality of opportunity or initiative. In fact they offer new avenues of opportunity for individuals to make progress toward leadership in the community. Anyone of them will die at once if it does not offer equality of opportunity to its members; or if it restricts its membership, rival associations at once emerge. They are the safeguards of small business and thus prevent the extinction of competition. They are the alternative to capital consolidation. They are not a growth toward socialism—that is Government in all business—they are in fact a growth directly away from such an idea.

Right here for the benefit of the gloomy persons who have a frozen belief that every form of associational activity is a conspiracy to fix prices and to restrain trade, to perpetuate tyranny of employer or employee, we may remember that there are some crooks in every line of endeavor. The underlying purposes of the vast majority are constructive. A minority may be violating the Ten Commandments and need the application of criminal standards. I am speaking, however, of something more vital than porch climbing.

I am, of course, well aware of the legal difficulties that surround certain types of associational work. I do not believe that the development of standards of conduct or the elimination of abuses in public interest has ever been challenged as a violation of the Sherman Act. Moreover, to establish either a physical or a moral standard directly sharpens competition.

These associational activities are the promising machinery for much of the necessary determination of ethical standards, for the elimination of useless waste and hardship from the burden of our economic engines. Moreover, we have in them not only the agencies by which standards can be set, but by co-operative action among the associations representing the different stages of production, distribution and use we can secure a degree of enforcement far wider than mere public opinion in a single trade.

When standards are agreed upon by the associations representing the manufacturer and distributor and by those representing the user, we have a triple force interacting for their enforcement.

Now I do not wish any one to think my feet are not on the ground in all this, and I propose to give a few illustrations from real life of what can be effected by constructive associations and by cooperation among them.

The Department of Commerce has, at the request of the lumber industry, held a number of conferences to discuss the rules of the road in that industry and its relation to the other industries and the common good. The problem was to establish more general and more constructive standards of practice, ethics, and waste elimination.

In the toil of formulating these standards there arose a question of how thick a one-inch board should be. It sounds easy. But it quickly developed to be a question whether it should be one inch thick when it was green; after it was dried; when planed on one side, or when planed on both sides. It developed not only that a choice had to be made among these four alternatives, but also that this choice had to be based upon a proper consideration for the conservation of our forest on one hand, and the provision of a material of such structural character as to constitute a square deal to the consumer on the other. It also developed that there were 32 different thickness of a one inch board in current use and that some minority of manufacturers in the drive of unfair competition were gradually thinning the board until it threatened to become paper. There also had to be developed the exact differences which threw a board into four or five different grades, and there had to be a determination of standard trade names for different species of wood. The point was that an accurate standard had to be determined before discrimination as to fair dealing and public service could be gauged. That occasion was the foundation of ethics in one-inch boards.

These conferences established some 80 questions involving the whole technology of lumber and comprising for the first time a definite series of national standards. Here is the sum of our problem. It could only be accomplished through an association in the industry. It is proof of industrial conscience and service.

The second part of the practical problem which I enumerated before is enforcement. Again associational activities were called upon. The manufacturers were not alone in these conferences, but the distributor and consumer were also represented by the Architects' Association, the Building Contractors' Association, the Railway and other Purchasing associations, and the Retailers Associations. The action and reaction of the buyer and seller upon each other in their desire to secure fair dealing in industry can procure enforcement. Joint inspection bureaus have been erected, where complaint for violation can be lodged and determination made. Enforcement may not be 100 per cent,



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but the standards are there and a sense of industrial responsibility and self interest will eventually, I am confident, make them universal.

For years aggrieved persons and some of the trade have been agitating this question of lumber standards in Congress. Numerous bills have been introduced. If this effort succeeds no legislation will be necessary. This is keeping the Government out of business through the remedy of abuses by business itself.

Another instance of great interest in which I had the honor to participate was the abolition of the 12-hour day in the steel industry through the action of the steel association.

I could give you a multitude of examples of the beginnings of constructive self government in industry among many other Associations. The very publication of codes or ethics by many associations instilling service as the primary purpose; the condemnation of specific unfair practices; the insistence upon a higher plane of relationships between employer and employee—all of them are at least indications of improving thought and growing moral perceptions.

All of this is the strong beginning of a new force in the business world. The individual interest is wrapped up with public interest. They can find expression only through association. Three years of study and intimate contact with associations of economic groups whether in production, distribution, labor or finance, convince me that there lies within them a great moving impulse toward betterment.

If these organizations accept as their primary purpose the lifting of standards, if they will cooperate together for voluntary enforcement of high standards, we shall have proceeded far along the road of the elimination of government from business. American business is never secure unless it has public confidence behind it. Otherwise it will always be a prey to demagoguery and filled with discouragement.

The test of our whole economic and social system is its capacity to cure its own abuses. New abuses and new relationships to the public interest will occur as long as we continue to progress. If we are to be wholly dependent upon Government to cure these abuses we shall by this very method have created an enlarged and deadening abuse through the extension of bureaucracy and the clumsy and incapable handling of delicate economic forces. The old law merchant is the basis of much of our common law. A renaissance of a new law merchant could so advance our standards as to solve much of the problem of Government in business.

American business needs a lifting purpose greater than the struggle of materialism. Nor can it lie in some evanescent, emotional, dramatic crusade. It lies in the higher pitch of economic life, in a finer regard for the rights of others, a stronger devotion to obligations of citizenship that will assure an improved leadership in every community and the nation; it lies in the organization of the forces of our economic life so that they may produce happier individual lives, more secure in employment and comfort, wider in the possibilities of enjoyment of nature, larger in its opportunities of intellectual life. Our people have already shown a higher sense of responsibilities in these things than those of any other country. The ferment of organization for more definite accomplishment of these things in the practical day-to-day progress of business life is alive in our business world.

The Government can best contribute through stimulation of and cooperation with voluntary forces in our national life; for we thus preserve the foundations upon which we have progressed so far—the initiative of our people. With vision and devotion these voluntary forces can accomplish more for America than any spread of the hand of Government.

#### CATALOGUES RECEIVED

The Old Farm Nurs., Boskoop, Holland.  
1924-1925.

California Nur. Co., Niles, Calif.  
List of Budwood, Scions, Cuttings.

H. E. V. Pickstone & Bro., Ltd., P. O. Simondium, C. P.  
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*Chairman of the Special Advisory Committee to Co-operate with the United States Department of Agriculture in developing American supply of raw material.*

#### BASIS LAID FOR AGREEMENT IN STATE AND FEDERAL PLANT QUARANTINE POWERS

After adopting a schedule of recommendations intended as a basis for adjusting the conflicts in Federal and State quarantine powers, a conference of plant inspection officials from some 20 States adjourned here today after a three-day session. The meeting was suggested by the Federal Horticultural Board of the United States Department of Agriculture.

In outlining a basis of agreement as to Federal and State work to prevent the spread of insect pests and plant diseases, the conference first defined the scope of quarantine action. It next made recommendations for the correlation of State and Federal action along these lines. Adequate notice of quarantine action taken or proposed, and for notification of changes in personnel were also recommended.

The conference voted to send copies of the recommendations to plant quarantine officials of States that were not represented at the meeting, and they are to be presented for consideration to the conference of Western States plant quarantine officials which is to be held May 12-14. The results of the conference will be published after this further consideration.

In summing up the work of the conference just before adjournment, Dr. C. L. Marlatt, chairman of the Federal Horticultural Board, declared that the results were of



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"tremenduous value," and that a good piece of work had been accomplished.

W. C. O'Kane, State entomologist of New Hampshire, served as permanent chairman of the sessions, and R. C. Althouse, as secretary.

## Obituary.

### IRVING ROUSE

Irving Rouse, Rochester, New York, died at the Homeopathic Hospital, Rochester, April 30th, after a long illness.

Mr. Rouse was one of the old time nurserymen and was well-known in the trade, having been in the business for the past fifty years. He was seventy years of age, so it might be said he had been a nurseryman since early manhood.

At one time he grew quite largely a general line of fruit trees and some ornamentals. Of late years his plantings have been small until recently a son joined with him in the growing of fruit trees.



The Late IRVING ROUSE

For forty years Mr. Rouse was a large importer of French stocks, reselling to nurserymen and had a constant source of supply from the smaller French growers.

A few years ago Mr. Rouse was an active worker in the American Association of Nurserymen, being chairman of the Tariff Committee, which position he handled in a very efficient manner.

In addition to the nursery business, for many years he was a director of the Security Trust Company, of Rochester. Also an officer and heavily interested in the Geneva Preserving Company of Geneva, New York, and the Empire Coke Company of the same town. This company operates over considerable territory in Western New York.

Mr. Rouse is survived by two sons, Beechman O. Rouse, Luterville, New York, and B. Irving Rouse, Rochester, New York; three daughters, Mrs. A. C. King, Binghamton, N. Y.; Misses Emily F. and Anna M. Rouse, reside at home.



S. A. MILLER, Milton, Oregon

*Chairman of the Arbitration Committee*

### TO CONSIDER EXTENDING GYPSY-MOTH QUARANTINE

A public hearing to consider the advisability of extending the gypsy moth quarantine to the States of New York and New Jersey will be held by the Federal Horticultural Board of the United States Department of Agriculture at its offices in Washington, D. C., May 28. Any person interested in the proposed action may appear and be heard either in person or by attorney.

For a number of years the New England States have been under a Federal quarantine on account of the gypsy moth, which is a very destructive insect enemy of ornamental and forest trees, flowers and shrubs. All products likely to carry the pest to other places outside the infested areas can be moved only under strict regulations. The moth has been present in New Jersey for several years, but a quarantine by the State enforced in cooperation with the United States Department of Agriculture has effectively kept the insect in check. Now the moth has made its appearance in New York at several places just across the New England border.

In connection with the hearing, it is proposed to consider also any necessary extensions or modifications of the existing quarantine on account of the brown-tail moth, another New England pest.

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of the better class for the best class. Grown by experienced propagators long at the business. Get on our order book. You won't be sorry—Get next our trade list. Wholesale only. We want free seed and hardwood cuttings.

**ATLANTIC NURSERY CO., Inc., Berlin, Md., U. S. A.**

**Why Not!** Place an Advertisement in  
Our Columns  
and Increase Your Business, as Others are Doing  
*The National Nurseryman* - - -

ESTABLISHED 1893

# THE NATIONAL NURSERYMAN

INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock. Edited by a practical nurseryman, Ernest Hemming, Easton, Maryland, to whom all correspondence pertaining to the Editorial Department, should be addressed.

Nurserymen cannot afford to be without a trade paper. The advertising pages, patronized by all leading nurserymen throughout the world, will save many dollars to the subscriber. These pages are a record of the stock offered for sale.

SUBSCRIPTION PRICE \$1.50 per year in advance. FOREIGN SUBSCRIPTIONS \$2.00 per year in advance.

ADVERTISING RATES ON APPLICATION

**THE NATIONAL NURSERYMAN PUBLISHING COMPANY Incorporated**

Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.

When writing to Advertisers please mention the National Nurseryman.



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Nurserymen and Florists

Subscribers to "Nurserymen's Fund for Market Development."

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Carolina Peach Pits.

**J. Van Lindley Nursery Co.**  
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This is The British Trade Paper being read weekly by all Horticultural traders. It is also taken by over 1000 of the best Continental houses. Annual subscriptions to cover cost of postage, \$1.50. Money orders payable at Lowdham, Notts. As the H. A. is a purely trade medium applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trades. Address

HORTICULTURAL ADVERTISER, Ltd.  
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## HORTICULTURE

A WIDE-AWAKE PAPER FOR

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Contains special features not found in any other trade journal.

Issued Twice a Month  
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739 Boylston St., Boston.

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*Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials.*

*Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas, Japanese, Ghent, and Mollis.* Send Us Your Want List.  
Inspect Our Stock.

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Headquarters for

### Small Fruit Plants

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Our list quotes lowest prices.

Strawberries	Grape Vines	Asparagus
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## EUROPEAN SYCAMORE, SILVER MAPLE

And Other Shade Trees in All Sizes

A Fine Lot of

### CALIFORNIA PRIVET

12-18 in. and 18-24 in.

And Hardy Shrubs of All Kinds

Also a Limited Supply of Fruit Trees and  
Small Fruit Plants

**T. B. WEST & SONS**

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HENRI DETRICHE, Successor

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Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

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(Sole Agents)

NEWARK - NEW YORK

Native Broad-leaved

## EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains, including: *Kalmias*,  
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*Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*,  
*Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

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**E. C. ROBBINS, PINEOLA,**

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Largest assortment in New England. Evergreens, deciduous trees, both common and rarer varieties. Sturdy, choice stock that can be depended upon. Send for catalog and special trade prices.

## The Bay State Nurseries

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Mass.

### SHRUBS

This New England soil and climate produce fine sturdy shrubs. Special trade prices. By the thousands, hardy Native and Hybrid Rhododendrons—transplanted and acclimated. Send your lists let us est.



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We Still Have a  
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## EVERGREENS

Including a good  
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medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Rhododendron Carolini-  
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Manufacturers of

### STEEL BOX STRAPPING

FOR

### NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY  
PERCENT OF THE NURSERY TRADE ARE  
8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

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## American Steel Band Co.,

888 Progress Street,

PITTSBURGH, PA

Of course you are going to the Atlantic  
City Convention!

You will probably stop off in Philadel-  
phia a day or two, either going or returning.

Do you know that Dresher is only fif-  
teen miles from Philadelphia, City Hall?

You will miss a great opportunity if you  
do not take the time to pay us a visit and  
see our 225 acres of Ornamental Nur-  
sery Stock - all being grown for the Whole-  
sale Trade.

If you are one of our customers, you  
will enjoy seeing some of the stock you are  
going to purchase from us sooner or later.

If you have never bought from us, - and  
that scarcely seems possible, - a visit to our  
nurseries will be a revelation to you.

We grow shrubs, not by the thousands, -  
but hundred thousands, as well as shade  
trees, evergreens and vines.

You will see the headquarters of Hy-  
drangea paniculata grandiflora, - a plant  
needed by every nurseryman.

See us at the Convention and we will  
arrange your visit, or if you are coming  
before Convention call us from Phila-  
delphia. Bell Telephone, "Ambler 226 W"  
between hours of 8.30 A.M. and 4.30 P.M.  
and we will arrange it all for you.

## Thomas B. Meehan Co.

*Wholesale Nurserymen*

DRESHER,

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PENNA.



**M**EEET us at Atlantic  
City June twenty-  
fifth to twenty-seventh.

Arrange your schedule  
to visit us at Berlin be-  
fore or after the Conven-  
tion.



## **HARRISONS' NURSERIES**

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



JULY 1924

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, PRES.

SHENANDOAH, IOWA.

Forty-nine years in the wholesale nursery business have made the Mount Arbor Nurseries nationally known.

### OUR SPECIALTY

A large and complete line of general nursery stock for the wholesale trade including:

FRUIT TREES, SMALL FRUITS  
ORNAMENTALS, ROSES, PERENNIALS  
PRIVET, AMOOR RIVER NORTH  
FRUIT TREE STOCKS  
French and American Grown

Submit us your complete list of wants, and we will be glad to give you the benefit of our best prices. Fall trade list issued early in September.

## BUNTING'S NURSERIES

Specialize in growing the following stock for the wholesale trade. Can do items listed below in Car lots or less. Complete list of varieties.

PEACH TREES	STRAWBERRY PLANTS
APPLE TREES	CALIFORNIA PRIVET
PEAR TREES	BARBERRY THUNBERGII
GRAPE VINES	FLOWERING SHRUBS
1 and 2 yr.	ROSES
ASPARAGUS ROOTS	EVERGREENS
1 and 2 yr.	ETC.

Represented at the Convention by C. A. BUNTING

## BUNTINGS' NURSERIES

G. E. Bunting & Sons, Proprietors

Selbyville : Delaware

## TRADE BULLETIN OUT ABOUT SEPTEMBER 15TH

YOU will do well to check up early on

EVERGREENS  
ORNAMENTAL SHRUBS—short crop.  
BARBERRY THUNBERGII—by earload  
as well as  
CALIFORNIA PRIVET  
BABY RAMBLERS—best block we ever grew.  
H. P. ROSES—many varieties and well branched.  
BARBERRY THUNBERGII SEEDLINGS—our climate, our soil, and special care, produce the best seedlings in the country.  
BARBERRY THUNBERGII—2 yr. not transplanted. Special price.  
FOREIGN FRUIT TREE SEEDLINGS AND ROSE STOCKS Quoted at Manchester. Seedlings that are right.  
A well balanced list in fruit trees. Just let us quote you.  
quote you.



**C. R. BURR & COMPANY, Inc.**

GENERAL NURSERYMEN

MANCHESTER : CONN.



## The Preferred Stock

### Fifty Years of Progress!

A half century in the wholesale nursery business has seen the Jackson & Perkins Company develop from a small local business to a national institution serving the entire United States and Canada. From a few leased acres it has grown until it now cultivates 1500 acres in various farms.

This has been possible because the Jackson & Perkins business was founded on the bedrock of quality and service. Each year our list of customers increases.

*Anticipate your Fall requirements — now.*

**Jackson & Perkins Company**  
Wholesale Only  
Newark, New York.

## French Fruit Stocks

Dec. or Feb. Shipment From France

Pears, Apples, Mahalebs, Mazzards,  
Myrobolans, Manetti, Etc.

From Vincent Lebreton's Nurseries, Angers, France.

### HARDY LILY BULBS

Auratum, Rubrum, Album, Magnificum

Case Lots—Immediate or Later Shipment

BULBS for fall shipment. Advance orders being booked now for DUTCH BULBS, Paperwhites, Gladioli, Palm Seeds, Rosa Mult., Japonica Seeds, etc.

### BAMBOO STAKES

Japanese Natural or Dyed Green. Domestic Natural,  
Chinese Tonkin Stakes

### RAFFIA

Red Star and Two Other Brands of Natural,  
Also Dyed in 20 Colors

Write for prices stating your requirements

**McHutchison & Co.,** 95 Chambers St.  
New York City

## AS OTHERS SEE US

Tenn., December 24, 1923.

"Will say that the quality of the seedlings (25,000 apple, No. 1) received is absolutely fine. We are highly pleased with this stock."

Mass., April 1, 1924.

"The stock looks first class in every respect."

Ohio, April 7, 1924.

"The shipment of Maple has just arrived. They are in good shape and we are well pleased with them."

Ontario, April 25, 1924.

"We received the stock all O. K. Found it in good condition and very satisfactory. A very fine grade of stock."

Tenn., April 28, 1924.

"We are greatly pleased with the seedlings we bought from you."

### Write Us Your Wants In

APPLE  
MAZZARD  
MYRO  
QUINCE

FRENCH PEAR  
PYRUS USSURIENSIS (Blight resistant)  
PYRUS CALLERYANA (Blight resistant)

### Also

2 YR. APPLE  
2 YR. BARTLETT, BOSCH, KEIFFER, ETC.  
1 YR. MONTMORENCY, SCHMIDT'S  
BIGGAREAU, ETC.  
1 YR. PEACH  
1 YR. PLUM



Address Box 2-1

**WASHINGTON NURSERY CO.**  
Toppenish, Wash.

In the famous Yakima Valley

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

### COLLECTORS OF TREE SEEDS

THE

**North-Eastern Forestry Co.**

CESHIRE

...Connecticut...



# PAINESVILLE NURSERIES

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A delightful episode of this delightful month.

Also a mighty good line of business for June consideration.

The past three or four years' experience emphasizes the fact that an order placed at the June convention is about the safest assurance of getting your full fall supply.

We have fifty acres of good clay working for you, and our representatives at the big meet will be on hand prepared to bind the bargain.

## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES

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## J. H. SKINNER & CO.

Topeka

Kansas

*We Offer*

Apple, Cherry, Peach, Plum  
and Kieffer Pear Trees

Apple Seedlings

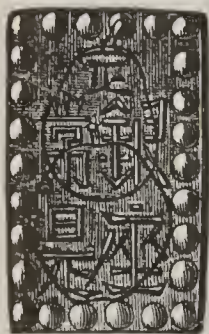
Japan Pear Seedlings

Forest Tree Seedlings:

Black Locust

Honey Locust

Catalpa Speciosa



Let Us Talk to You About  
Furnishing Your Wants  
For FALL 1924 in

FRUIT TREES  
ROSES  
HEDGE PLANTS  
ORNAMENTAL SHRUBS  
and  
EVERGREENS

*Good Variety List, and Excellent Stock*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,  
HUNTSVILLE, ALA.

1872—1924

## “A Time for Drying Nets”

The Chinese have a saying, “There is a time for fishing, and a time for drying nets.” The nets must be ready for casting when the time for fishing arrives.

The best time for preparing and printing the nursery catalogue, to have it effective and ready for getting orders with it this fall and next spring, is right now.

Buyers get tired of the same catalogue with a new cover; tired of the stereotyped descriptions and the same old cuts. Something new and something better will make more sales. A few weeks now, changing the pages, writing some new copy, getting photographs of your nursery and the stock you have for sale, and some thought and planning on your part, can make a good catalogue better.

As printers, we offer as complete and up-to-date equipment as can be found anywhere and such cooperation as long experience in selling nursery stock, means. We are turning out nursery catalogues that are different, full of salesmanship because full of the personality of the firm issuing each.

Without any obligation on your part, just write us about your next catalogue. And write now.

THE DU BOIS PRESS

*Horticultural Color Printers*

ROCHESTER, NEW YORK



## BRIDGEPORT NURSERIES

Largest in Indiana

Offer in Car Load Lots

PEACH

CHERRY

1 and 2 year.

APPLE

1 and 2 year.

NORWAY MAPLE

2 1/4 inch and up

SUGAR MAPLE

1 1/2 inch and up

*These Are Our Own Growing at Bridgeport  
And Are Sure to Please*

*Also a General Line of Other Stock, Including  
a Large List of Perennials*



C. M. Hobbs & Sons

BRIDGEPORT, INDIANA



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII.

HATBORO, PENNA., JULY 1924

No. 7

## 49th Annual Convention of the American Association of Nurserymen June 25th-27th, 1924

Whatever else may be claimed in favor of other cities, Atlantic City proved an ideal place for the 49th annual convention.

The arrangements, weather and everything seemed to conspire to make it a very enjoyable event and a convention in which business was conducted with despatch.

The sessions opened promptly and in spite of the numerous attractions were well attended. This perhaps was due to the wisdom of the Program Committee, which arranged for one session in the morning, leaving the rest of the day for meetings of committees and for the members to follow their own inclinations.

The registered attendance at the Ritz-Carlton on Tuesday was 360.

The program was carried out very completely with President Harlan P. Kelsey in the chair and the rest of the officers and committees on the job with the exception of the late J. W. Hill, treasurer of the association, whose recent death combined with the death of so many members and prominent nurserymen during the past year inspired J. R. Mayhew, who was appointed chairman of a Committee on Resolutions, to suggest that the first hour of Friday morning's session be devoted to a memorial service in their memory.

This was unanimously adopted and carried out.

The round table luncheon followed the Wednesday morning session.

William F. Miller, chairman of the Committee on Arrangements, was worried because he had guaranteed 300 guests. He need not have been for over 400 sat down to a most enjoyable event. E. J. Cattell proved a most entertaining speaker and the mayor of Atlantic City, who was also a guest, presented President Kelsey with the key of the city, welcomed the visiting members and told them to take everything that was free.

The illustrated lectures took the place of the afternoon sessions and were well attended, being both interesting and delightful.

E. H. Wilson, of the Arnold Arboretum, Boston, Mass., conducted them both.

The one slated to be given by E. J. Farrington, but given by Mr. Wilson on the Arnold Arboretum, "A Museum of Living Trees and Shrubs," was highly appreciated by the nurserymen as evidenced by the activity of the number taking notes.

Report of the Arbitration Committee by A. F. Lake, Shenandoah, Iowa, showed very few disagreements among nurserymen, only two cases being left unsettled. Mr. Lake said it had been a pleasure to serve on this committee.

Secretary Sizemore, Louisiana, Mo., also chairman of the Vigilance Committee, reported on the activity of this committee, proving by voluminous correspondence that it was a live active force and what was most encouraging it was beginning to be recognized as a co-operative effort by the nurseryman to discourage unlawful practice.

During the discussion of the report on Nomenclature a strong plea was made for a general use of Standardized Plant Names.

C. Stewart Perkins, son of George C. Perkins, Newark, N. Y., and connected with Ernst & Ernst, public accountants, Philadelphia, read a paper with a very sympathetic understanding of the nurseryman's difficulties in getting costs.

A committee was appointed to prepare a plan whereby the various branches of the trade can get facts relative to costs and submit at the next meeting.

In the report of the Legislative Committee by J. Edward Moon, chairman, it was brought out there were 191 State quarantines and regulations and constant vigilance and effort was necessary to prevent foolish measures from becoming law.

As a result of Mr. Moon's report, resolutions were adopted to outlaw black currants,

To spread the knowledge of the prevention of rust,

To petition the government to review the White Pine Blister Rust quarantines,

To work for compensation for nursery stock when it has to be destroyed,

To oppose increase in postal rates,

To endorse plans for copyrighting or patenting new plants.

In this last connection Mr. Moon brought out the fact that there was no law preventing the taking out of a patent for a plant, but the inability to file a blue print was the chief difficulty.

Henry B. Chase, chairman of the Special Advisory Committee to co-operate with the U. S. D. of A., in developing American supply of raw material made his report and introduced Dr. Corbett, who gave a resume of the work accomplished by the government experiment stations along these lines.

He said the aim was to develop stocks true to a type that will always perform the same, the chief quality desired being a blight resistant stock. Vegetative propagation is necessary to insure their being true to type. Marked progress has been made. One apple root has been increased to 6000 plants in four years.

Money was subscribed to complete by various nursery firms and the association to complete the budget for the



Crown Gall Investigation after reading the report of this committee.

The report of the State Vice Presidents only gave two places as the next place of meeting, Rochester and Chicago. When the two places were proposed in open meeting, sentiment was overwhelmingly in favor of the former, so Rochester was unanimously adopted as the next place of meeting.

In regard to the election of officers a new precedent was established. Harlan P. Kelsey was elected to succeed himself.

Those elected to serve for the ensuing year are: President, Harlan P. Kelsey, Salem, Mass.; vice president, George A. Marshall, Arlington, Neb.; secretary-treasurer and traffic manager, Chas. Sizemore, Louisiana, Mo.; Executive Committee, 2 years, Michael R. Cashman, Owatonna, Minn., and William Flemmer, Jr., Princeton, N. J.

### PRESIDENT'S ADDRESS

The American Association of Nurserymen, Incorporated, is the official organization of the nursery industry of America. Its functions are to bring together for their common good the plant growers and sellers of this country, and to promote their mutual welfare in every legitimate way. This implies also fair and diligent attention to the welfare of the great American public who in rapidly increasing numbers, consume our products and without whom, we could do no business. A mere statement or perfunctory recognition of these functions and duties of this association are by no means enough however.

Forty-nine years ago this association was founded by leaders in the nursery industry who realized the tremendous good that comes by intelligent organized co-operation between business men whose life work is dedicated to the same or similar pursuits. Every other industry of account is also similarly organized, and experience has shown that such organization is absolutely essential to success under the increasingly complex conditions of modern business life.

### HAZARDS OF THE BUSINESS

The nurseryman is apt to think his lot a peculiarly hard one—what with State tags, and Government tags, local quarantines and Federal quarantines, exorbitant freight rates and trebled express charges, early frosts and late frosts, rotting floods and shrivelling drouths, short shipping seasons and long expensive maintenance periods, eating bugs and boring beetles, voracious moths and sucking scales, entomologists and phytopathologists, fungi and nematodes, hairy-root and nary-root, blister rust and risk of "bust," crown gall and official gall—to mention but a few of the special "providences" of the nurseryman—surely it might seem that his business is beset by hazards and sorrows beyond that of any other industry.

To the nurseryman, who happens to be a fundamentalist, there should be great consolation in that passage in Scripture, "whom the Lord loveth, He chasteneth"—yet after all may it not so be that we know of our own burdens and know not of the other fellow's which perchance may be even more galling than ours. In any event however, the nurseryman must fight his own fight

courageously and grin when he can. No one else is going to do either for us.

### CO-OPERATION

The greatest of the above enumerated troubles—the man-made ones—were not experienced by those pioneer nurserymen 49 years ago, nor by their successors even a dozen years ago, and so today, with the same natural afflictions and rapidly accumulating man-made disabilities, we need increasingly closer co-operation, better organization for more sinews of war, and above all personal devoted service of the individual members of our association.

### ACTIVITIES INCREASING

Few members, I am sure, realize the tremendous labor and time involved in carrying on the affairs of this association, if it is done efficiently and effectively, and the work is increasing yearly. Your officers and committees are doing this service freely and gladly for the good of all. Is it not incumbent on each member to not only be ready to serve his turn when called upon, but to individually work and boost for the good of his association 365 days in the year and to loyally back up both financially and morally those to whom he has entrusted the association's affairs?

### DUTY OF MEMBERS

If the American Association of Nurserymen is to serve its members well, each member must realize that something is required far beyond merely attending the annual convention and then going back home and spending the rest of the year sucking his individual stick of peppermint.

It is not proper nor necessary for me to go too far into the details of your various committees' activities—you will hear from each chairman in turn, and you will be made aware of very faithful stewardship. May I try quickly to pass in review a few of the most striking achievements of the year of interest to us nurserymen, and make some suggestions for the future based on an active year's experience as your president.

### PLANT FASHIONS CHANGING

From the reports that have reached me, I conclude it has been an unusually good year in the nursery business, and the outlook for the coming year is bright. In the ornamental line, the past few seasons have seen a curious reversal in the type of plant material called for. Perhaps seventy to eighty per cent. of the demand this year, at least in billing value, was for conifers and broad-leaved evergreens, whereas a few years ago the figures were just the opposite, in favor of deciduous shrubs. It is a wise and successful nurseryman who can correctly foresee a few years in advance what the fashion in plant materials will be. By skillful advertising and specializing, almost anything can be sold, yet the greatest success probably can only come by utilizing as fully as may be this curious human characteristic or custom called fashion, which nowadays applies to plants quite as much, or more than it does to pants. It may be well worth our while to try and discover if this association might not be able to somewhat direct plant fashions into worthwhile and profitable directions. This thought has fascinating possibilities.

### EXECUTIVE COMMITTEE

To the Executive Committee is entrusted the general



affairs of the association during the year. Three meetings were held during the year; one immediately after adjournment of the last annual convention in Chicago; again the usual midwinter meeting in Kansas City, January 24, 1924; and the last held Monday and Tuesday of this week.

The sum of \$2,000.00 was appropriated towards a fund of \$6,000.00 for a scientific co-operative investigation of Crown Gall on a two-year program. This action was taken to make effective the extraordinarily fine service of your "Special Committee to meet Entomologists at Cincinnati 1923 Convention," Henry B. Chase, chairman, and George A. Marshall. Mr. Marshall is also chairman of the committee on co-operation with other organizations. This piece of work is probably the most far-reaching and significant co-operative effort recently in the horticultural field. The "Crown Gall Resolution" printed and distributed by the American Association of Nurserymen is a record of the above historic meeting.

A direct result of the Cincinnati meeting, and perhaps its greatest accomplishment, is the mutual respect and confidence engendered between Entomologist, Pathologist, and Nurseryman, and this was largely brought about through the fine diplomacy and ability displayed by our committee, headed by Henry Chase.

Honest John Fraser accepted chairmanship of special committee to solicit individual two-year subscriptions from nurserymen to complete the fund, and he has had great success, though this year's quota was finally completed only by the State of Iowa and Wisconsin, each contributing \$500.00. The state contributions will not be available next year and nurserymen should now come forward and pledge the full amount necessary to complete next year's fund. This fund is expended under the direction of the Crop Protection Institute which is organized under the auspices of the National Research Council. Professor W. C. O'Kane, of New Hampshire, is chairman of the Board of Governors of the Institute, and it was through his direct and earnest efforts that the two state appropriations were secured, thus making it possible to start at once, and not lose a year's time. We hope for tangible results from this co-operative investigation, both directly and as an incentive for continued research work by this association.

We should rightly be judged ingrates, did we not adequately express our obligations to the above-named men, Messrs. Chase, Marshall, O'Kane and Fraser, for putting across this first nursery co-operative research program, and it will be worse if we do not back up the work to completion. Let us try it out fairly and fully, and see if it pays.

The Executive Committee also voted to recommend to the succeeding Executive Committee that two thousand dollars be appropriated next year as our next year's quota of this joint \$6,000.00 annual fund.

#### STATE AND REGIONAL ASSOCIATIONS

Last year the by-laws were amended so that state and regional associations might become members of the American Association of Nurserymen by paying nominal dues of \$10.00; these associations to appoint delegates to officially attend the national conventions and act in the capacity of a nominatory committee, both for officers and place of meeting. I believe the functions of such dele-

gates should be enlarged and carefully defined so that greater co-operation will result between our National Association and the local organizations. I recommend that they be given the specific designations "State" and "Regional" vice presidents and that the existing offices of state vice presidents be abolished.

#### AMENDED CONSTITUTION AND BY-LAWS

The American Association of Nurserymen has become a far more important and active business body than it was but a few years since and represents very much larger business interests. The constitution and by-laws we are working under have served fairly well in the past, but again should be revised in some respects. I recommend that the duty of preparing a new draft be placed with the Executive Committee, to report at next year's convention.

Another important change should be the election of your president for a term of two years. This is not a new proposition, and several preceding presidents have strongly urged this, and it seems incredible that such action has not been taken long ago by this association, where the advantages are so plainly evident. Committee work is increasingly serious and vital and similarly in most cases the chairman of committees should be appointed for two or even three years. An administration might thus function over a long enough period to really accomplish something and carry out a policy. Our annual election upset is one of the weakest features of this organization.

#### MARKET DEVELOPMENT AND PUBLICITY

We should pay marked attention to this committee report and recommendations. For several years past we have been learning something about publicity and have had unstinted service from this committee with increasingly good results. Yet our market development problem is still unsolved, and this I feel is largely due to the timid, hesitant, and niggardly publicity policy this association has pursued up to the present.

#### MANY PUBLICITY OPPORTUNITIES

There are a hundred publicity leads we might profitably follow: for instance, we should take a much more active and helpful interest in forestry, and in National and State Parks as well as in public affairs generally, not forgetting our local ones; first, because it is good citizenship and good fun, and second, because it pays. If a general policy of planting all the waste land in America were adopted, we nurserymen would have more trade than we could handle the next few years. The need is for nurserymen to put themselves on the map and let the world know we're here and alive and of the world, rather than merely of our own little ant hill, and let us remember that mere wishing doesn't make a Brobdingnag out of a Lilliputian, nor does the mere swelling of his chest make an elephant out of a toad.

#### PUNY PUBLICITY APPROPRIATIONS

It is not my place here to suggest any definite market development program even if I were capable of so doing, which I am not. But when a national organization of nearly 500 leaders of an industry representing far over a hundred million dollars investment flatters itself it is carrying on a real publicity campaign on a meagre \$6000 or \$8000 annual appropriation—why we are simply demonstrating that we are a bunch of baby ostriches



with our foolish heads stuck deep in the sands of credibility and kidding ourselves beautifully—but no one else. Just think of responsible business firms contributing approximately but a puny \$15.00 apiece for a national advertising program, and some of us think even that is too much!

#### OTHERS ADVERTISING US

Yet we are being advertised in spite of ourselves by the increasing number and circulation of splendid wide-awake horticultural publications, by garden clubs springing up all over the country, national tree planting associations, nature clubs, national tree planting days, flower shows and exhibits, arboretums and botanical gardens, forestry associations, park and conservation movements—surely if we had to depend on our own efforts, if we are to judge from the past the case would be bad indeed.

#### DISTINCTION SLOGAN NEEDED

Again, we need a good association slogan or trade mark. We had one that was very good and that meant something, and just as it began to operate fairly well we got cold feet and threw it into the discard! The several general slogans we are using are useful, but carry no direct or implied guarantee of guaranteed service. Are we not good and thoughtful little boys, Rollo, not to get our feet damp, for then we might catch a bad little cold!

The question is will we nurserymen ever wake up or will we keep right on Rip Van Winkeling?

#### LEGISLATION

This I believe is the most important subject the nurseryman and horticulturist has to deal with at the present time. The past year is notable for the orgy of enacted or proposed state and federal restrictive legislation and departmental decrees and rulings directed against nurserymen and other horticultural professions, tending to clog interstate commerce and adding enormously to the cost and hazard of the nurseryman's business. Arbitrary powers have been given or are assumed, often illegally, by local or national authorities, and as if the legislative mill could not grind fast enough, department decrees and regulations are showered on us, in effect carrying all the weight and authority of enacted statute. When the American public wakes up to the true facts that the net results always are not more horticultural safety but more office-holders and increased costs of products the legislative eruption may subside.

#### QUARANTINES AND THEIR EFFECTS

May I quote from a review of the nursery industry I recently made for the 1923 Florists' Annual:

"The quarantines and rulings of the Federal Horticultural Board have had a profound effect on the nursery industry in America. Instituted to prevent the introduction and spread of insect pests and noxious plant diseases, the Board's almost arbitrary power has been extended quite beyond the original intent of the legislative act creating it, and it now serves practically the purpose of a protective tariff for plant material.

"Yet, however hurtful to American horticulture as a whole this may eventually prove to be, it has certainly temporarily boosted the American nursery industry very materially; yet this aspect of the Board's activities can hardly go on indefinitely without sharp challenge from those who (no doubt rightly) believe that quarantines and protective tariff are not synonymous. Protective tariff means less competition for the nurseryman and higher prices, yet it must be remembered that the American public eventually pays for this increase in cost. The consumer also in the

end pays for all unnecessary or needless restrictions imposed on the industry, whether by the Federal Horticultural Board, or by the several States.

#### MAN vs NATURE

"In time, Nature always establishes an equilibrium between host and parasite; between subject and disease. Nature should be aided by science, but when a pest becomes reasonably innocuous, there is little justification for continuing large public expense for combating it or in maintaining needless restraints on trade."

#### DON'T KICK AT NOMINAL DUES

Thus our Legislative Committee, under the chairmanship of J. Edward Moon, has had a most strenuous year. When you are inclined to kick at the merely nominal dues you pay to enjoy membership in this association, let me tell you that you ought to be compelled to pay in cold cash the value Mr. Moon has been to you individually, in helping to prevent drastic and unnecessary legislation, in securing modifications of regulations and in making it possible for you to continue business profitably, or even at all.

#### ARE WE PIKERS?

Are we pikers or are we not? We are; or at least it sometimes looks as though we are. Mr. Moon had done this free service for you at great personal sacrifice of time and labor and cost to his firm, and has been ably supported by members of this committee.

#### LEGAL ADVICE

Mr. M. Q. McDonald, attorney at Washington, has watched national legislation affecting nurserymen, and has attended hearings before the Federal Horticultural Board representing the Legislative Committee and also your president. His charges have been merely nominal, his services have been invaluable. We should be represented in Washington at all times and I recommend that the Legislative Committee be given ample funds to care for the legislative interests of this association.

#### LEGISLATIVE RECOMMENDATIONS

Mr. Moon, on behalf of his committee, or perhaps in some instances individually will no doubt have important recommendations to make. Some of us may agree, and others disagree with such conclusions and program; but in any event, may I hope that hasty criticism and the presentation of undigested alternatives will be avoided.

May I offer a word of caution. Our legislative affairs as before stated are of vital importance, perhaps more so now than ever before. The subject is highly controversial and the adoption or rejection of any specific policy is fraught with serious consequence for good or ill to the nurseryman, and to horticulture at large. Whether we should favor any sort of Federal universal control of all interstate shipments or remain as at present, with mixed Federal and State control, is not easily settled, for there are excellent arguments on both sides.

Chairman Moon and his committee have sat on the job during the whole year and have been in closest contact with Federal and State boards and legislative activities; we do not have to accept his committee's conclusions, but in any event let us consider their report sympathetically and if possible limit our discussions on the floor to broad policies rather than to the details of carrying out those policies otherwise, may we not fail to accomplish anything of real moment and lose ourselves in the bog of unessentials. It is wisely the right and duty



of the association members to determine in annual convention, these broad policies, and it is equally the duty of your officers and committees to execute those policies to the best of their abilities.

#### STANDARDIZED LEGISLATION AND ADMINISTRATION

Unquestionably more uniform state legislation and a more just, sane, and legal interpretation of the police power by State officials as regards quarantines, embargos, and other restrictive measures, is desirable and really imperative. In any event nursery activities, just as all other industrial activities, probably will continue to be supervised, more or less, by governmental agencies; these agencies are made up of humans much like ourselves, and with ideals no doubt quite as high as our own; let us co-operate where and when we can, and when we must fight, either legislative or executive, let it be vigorous and fair.

#### COMPENSATORY LEGISLATION

May it not be wise to try and secure State and Federal laws providing for compensation where nursery stock is condemned or destroyed by officials? Why should the nurseryman bear such loss when the farmer in similar circumstances is compensated? Such measures would tend towards arousing the public to consider whether the cure oftentimes is not more injurious and costly than the disease.

#### THE APRIL FEDERAL AND STATE CONFERENCE

The results of the conference between State and Federal officials held at Washington, April 28th to 30th, 1924, were of the utmost significance, and the agreement reached undoubtedly will tend to remove or ameliorate many of the burdensome restrictions now imposed on interstate shipments of horticultural products.

The recommendations of this Plant Quarantine Conference have been promulgated, and clearly show the apparent sincere desire of the Federal and State officials in the future to be guided by the rule of reason and with greater consideration of the rights of all parties concerned. I will quote a single paragraph:

"Recognizing that Plant Quarantines are often the only feasible means of preventing the entry or controlling the spread of disease and insect pests, it is nevertheless obvious that such quarantine should be established only when the economic benefit to a region, State or country clearly outweighs the inconvenience, expense and loss that such quarantine may occasion."

#### BOTANICAL GARDENS AND ARBORETUMS

Here again we have neglected rare opportunities in not adequately supporting existing institutions, and in but lamely or not at all working for new ones. They are the source of invaluable new plant material, of testing for hardiness and above all, they are training the public to be lovers of horticultural things and users of the material we have to sell. I think you will be enthusiastic after hearing from the live chairman of this committee, Mr. Pyle, and ready to really do something active in support of his suggestions. These institutions are expensive to establish and maintain, and the good they do is often limited by inadequate funds.

#### THE ARNOLD ARBORETUM

The Arnold Arboretum, perhaps the largest and oldest institution of the kind in America, has introduced some of our finest ornamentals, with hundreds of others only waiting for the nurserymen to avail of them. I recommend that we appropriate \$1,000.00 to the Arnold Ar-

boretum as a slight recognition of what the American nurseryman owes this institution, and this might well be an annual appropriation. Adequate acknowledgement should be made to other similar institutions which are spreading the gospel of higher horticulture such as the Brooklyn and New York Botanical Gardens, Highland Park Arboretum, Rochester, New York; Shaw Botanical Gardens at St. Louis and the new Morton Arboretum at Chicago.

#### COMMITTEE ON CO-OPERATION

I have mentioned the fine co-operation already in operation with State and regional nursery associations and which should be worked out more fully; and the splendid co-operation in Crown Gall research. Chairman Marshall has been at work and will report for this committee. The field for profitable co-operation has hardly been touched. We should affiliate with the U. S. Chamber of Commerce, the largest co-operative business organization in America and have nursery interests represented in that body by a National Counsellor. President Stark made this same recommendation in 1923. Well, why haven't we acted?

#### PLANT REGISTRATION OR PATENT

Then there is the question of the protection and support for originators of new plants through registration or otherwise. Mr. Moon is chairman of a committee on this most important subject, but he says it's my pet creature, and that I should say something about it.

David Fairchild, U. S. Agricultural Explorer, who is more than anyone else the real father of this movement in the United States, wrote me last December 22nd:

"I'm just going south, but I can't go without saying that I am a firm believer in the plan as outlined to organize a horticultural council and get the backing of all the outside interests as well as the professional horticulturists, and get ready for any possible counter-propaganda against the movement, and then go ahead and reform the patent act to cover the situation so far as it can at the outset, the first step being the registration of plants."

A conference on this matter was held in Washington, November 5th, 1923, at which were present Messrs. Koster, Moon, Stark and Kelsey, and Doctors Taylor, Ball, Corbett, Fairchild and Coville. It was agreed that proper plant registration which in effect would be Plant Patent, would revolutionize horticulture and agriculture, for with Patent protection, thousands of our best minds would turn to producing new fruits, flowers, grains and other plant products.

Think of the value to humanity of a new wheat, producing two or three more bushels per acre than existing. Surely the inventor of such a new wheat should be as fully protected as the inventor of Eskimo pie. Dr. Van Fleet died a poor man, yet he produced some of our most beautiful horticultural products. The inventor of Pigs in Clover became very rich. Think what such protection would mean to every nurseryman!

#### CANADA IS DOING IT

Canada has just such a national horticultural organization called the Canadian Horticultural Council, and is successfully registering plant material which carries exclusive ownership, and they are expecting later to secure legislation that will have all the full effect of patent. In the meantime, they are operating with much success to protect the property rights of introducers of new plant



products. May I quote a telegram I received last week from their secretary, Mr. L. F. Burrow.

"Registration does not work as Plant Patent from legal sense, but having support Dominion Department of Agriculture and our eighty-five thousand membership made up of nurserymen, florists, fruit growers, and amateur horticulturists, who form the large percentage of purchasers of horticultural products. Registration we expect will be effective, it provides unquestionable evidence as to priority of ownership in cases where legal action is found necessary. Forty-six applications received and being dealt with."

#### NATIONAL HORTICULTURE COUNCIL

Here again wide co-operation is necessary and a national horticultural council or Horticultural Chamber of Commerce, to include all horticultural interests is proposed and would be necessary to put across this all-important matter. Is it worth while? Will you authorize your Executive Committee to take action?

#### STORAGE

One of the most important needs of the nurseryman is to lengthen the shipping season by better storage methods, and it is hoped the committee, appointed to investigate this matter, will be able to report substantial progress. This is well worth any necessary expenditure for scientific research resulting in detailed conclusive reports.

#### STANDARDIZATION

We have adopted a code of Horticultural Standards as well as Standardized Plant Names, and it will do more than many laws to stop unfair business practices and stimulate business if all members will loyally adhere to both. Standardized trade practice is the ground work of proper trade ethics. Nurserymen who through carelessness or design fail to adhere to uniform business practices and standards that the association adopts, are making trouble for themselves and others, and are making it easier for the crook to cover up his tracks with plausible excuses.

Those who give a trade discount to others than those in the trade with intent to steal customers, are not far removed from the bribe-giver or taker. The theft of names for horticultural varieties which has been quite common practice is perhaps almost as vicious or really hurts horticulture more than he who buys nursery stock without intending to pay for it. For in the first case, the public is injured; in the second, the principals only.

#### CODE OF ETHICS NOT AMUSING

A nurseryman's code of ethics is laughed at by many nurserymen, yet the greatest commercial body in America, the United States Chamber of Commerce, has just adopted one. This fact might give pause to those of our members whose risibles are easily excited.

#### BRIBERY

In State and Nation we are badly over-legislated, yet we should work for a law or modification of existing laws in every state to make it possible to convict the bribe-giver and taker. May I read you a letter received last May:

"Dear Mr. Kelsey: I went up to your nurseries some days ago and bought quite a number of your Carolina Hemlocks. No doubt you remember me when I was in business at ———, but I sold out and took a place here and I want to introduce the Carolina here. No one around here seems to have it, but I hope it will stand good here. I was sorry I did not see you there to talk to you. Of course I am not in the trade any more commercially, but I would appreciate anything coming to gar-

deners or large estates like this, being as I was in the trade and bought of you before. Thanking you in advance, I am, Yours truly."

#### UNFAIR COMPETITION

Exaggerated or untrue descriptions in catalogs or advertisements are nothing but dishonest and unfair competition—the most injurious and hardest kind of competition for the honest nurseryman to meet. It is right here that Mr. McKay's Committee on Distribution fits in, and should co-operate with the Standardization Committee. It is distinctly the duty of this association through its Vigilance Committee to stick fast and hard on the trail of these and other types of business morons, and either kill or cure. The Commercial Standards Council, with headquarters in New York, is made up of the leading large groups of business organizations in America, and its object is to combat these evils. We are members and should remain so and do our share.

#### MEMBERSHIP COMMITTEE NEEDED

I believe we should have a permanent Membership Committee. Our "Broadcasters," the Market Development Committee and our ever-alert secretary have all done good work with the result that our membership is now 500, an increase for the year of 95. This is fine but it is quite possible to have 1000 or more members, with all the prestige and powers that numbers bring. Organized committee work would accomplish this.

#### COMMITTEE ON TRADE RELATIONS

May I suggest that the Committee on Relations with Landscape Architects be hereafter called Committee on Trade Relations. The scope of their activities should in-mitted has been very active or at least its chairman has, and his report is another shining example of what intelligent and earnest co-operation can really accomplish.

#### SECRETARY SIZEMORE COULD DO WORSE

It is no light or easy job to be your president for even a year, and many personal and business sacrifices must be made. On the other side has been the great pleasure of working with a competent and progressive Executive Committee and with a group of chairman of other committees who have not spared themselves to give you service.

But perhaps the crowning joy has been my relations with our only paid officer, Secretary Sizemore. Whatever we pay him, he is not overpaid. His services far outrun his remuneration, and to him directly we must attribute largely the increasing success of this organization. He is as punctual as my new Telechron office clock in his duties, and is the best collector of a bad debt I have ever known. His detailed reports will confirm all I have said and more. No president will have too hard a term if Sizemore is there to support him.

#### OUR SEMI-CENTENNIAL

A year hence marks the semi-centennial of the founding of this association. It is an event to be celebrated in a fitting and adequate manner and I therefore recommend that the incoming officers and Executive Committee be authorized and instructed to arrange for a suitable celebration as may be found proper and feasible and that sufficient funds be appropriated for such purpose.

Our death toll this year has been heavy. I have asked Mr. J. R. Mayhew to serve as chairman of the Resolu-



tions Committee, and he will bring you a suitable report at the proper time. Yet I cannot pass this announcement by without making special reference to our time-honored and beloved treasurer, J. W. Hill, whose sudden death but a few days ago is so keenly felt by every member. We have not lost him, for his kindly personality and his friendliness and helpfulness to individuals and officially to our association were so marked that our memory of him will always be a happy and helpful one. Under the by-laws it became my duty to appoint his successor and Mr. Earl Needham consented to act for the unexpired term.

#### STANDARDIZED PLANT NAMES

The publication of Standardized Plant Names has cost over \$15,000.00 in printers' bills alone, an amount far in excess of any advance estimate. The Nomenclature Committee will give a detailed report and I trust this association will join in helping reduce the remaining liability, a burden borne by a few members of the Joint Committee.

#### PROGRAM AND ARRANGEMENTS

The Committee on Program and Arrangements co-operating with the Executive Committee have provided you with one of the best convention programs we have ever had. Knowing the special appeal of the sad sea waves and the boardwalk to our landlocked members, a single session a day for our meetings was decided upon. In return for the unstinted time and devoted labor of Messrs. Miller and Meehan and their committees in your behalf, will you not show your thanks by helping carry out all arrangements according to schedule.

During these business sessions, forget for a time that order for Peegee Hydrangeae and join your fellow members in the convention hall. Your bigger business welfare is at stake as well as that of your fellow members. Lobby-loafers never helped the American Association of Nurserymen any more than ambulance chasers have helped the legal and medical professions.

In closing, may I ask that you give the succeeding administration your heartiest support and confidence. May I repeat that it must have your hearty and active help if it is to give you in return the service you may then rightly expect of it.

HARLAN P. KELSEY, *President*.

#### SECRETARY AND TRAFFIC MANAGER'S REPORT

##### EXPRESS COMPLAINT

In January our formal complaint against the Express Company for the restoration of the second-class rating on nursery stock was heard by Special Examiner in Chicago. The Secretary with Commerce Attorney and several representatives from the nursery interests were present and gave testimony as to why this rate should be restored. After the hearing had adjourned and in conversation with the Examiner, we were of the opinion that he was going to recommend to the Commission that the nurserymen's plea for second-class rating be granted on all shipments five hundred pounds and less and first-class rating on shipments over five hundred pounds up to one thousand pounds, and above that one and one-half times first-class, but when his report was made to the Commission, for some reason, it was his opinion there was no justification for second-class rating on nursery stock shipments.

We then arranged a hearing before the Commission in Washington, which was granted for March 15th but neither Commerce Counsel nor Secretary could be present and it was postponed

until June 28th, at which time we will endeavor to have the Commission restore the second-class rating, at least on all shipments five hundred pounds and under.

#### REDUCED CLASSIFICATION ON BULBS, CARLOAD LOTS, SOUTHERN TERRITORY

During the year we were successful with the Southeastern and Southern Lines in having carload rate of 4th class established on bulbs in lieu of the double first-class rating that has been in effect for some time. This makes a reduction of about 63%.

We have also been successful in lining up rates in certain sections of the country found to be out of line with other rates in such territory.

#### MEMBERSHIP

Last year 406 members. Out of this number 394 paid their dues and 12 dropped out, which shows a loss of 3%.

This year 477 members. Up to this writing 426 have paid their dues, 43 have not and 8 have resigned. Should none of the 43 pay it will show a loss of about 10%.

The above shows an increase in membership of 83 since last Convention.

#### FINANCIAL REPORT

Total Receipts this Year .....	\$43,842.88
Total Disbursements .....	\$26,179.79
Balance in Treasury .....	17,663.09
	<hr/>
	\$43,842.88

#### RAILROAD CLAIMS AND COLLECTION BUREAU

This year we have collected for the nurserymen railroad claims and collection bureau accounts \$42,290.97. We have accounts and claims still pending amounting to \$71,272.36, and continue to receive new accounts daily.

Out of 477 members of the Association only 118 members placed their claims and collections with us.

Respectfully submitted,

CHAS. SIZEMORE

Secretary and Traffic Manager.

#### STARK BROS. NURSERIES & ORCHARDS CO.

Concerning business for the season just closed, we are pleased to report that due probably to an exceptionally hard winter, business lagged somewhat until March. Since March each week has shown a consistent gain, until at close of season we believe that our total sales will equal or exceed last year's total sales. Sales for future delivery are starting off in good shape.

We have made no change in prices, which are the same as last year. To date our sales for future delivery are running ahead of the same time last year, all of which indicates as good or better outlook for business than last year.

LLOYD C. STARK, *Vice President*.

#### ILLINOIS STATE NURSERYMEN'S ASSOCIATION

The Illinois State Nurserymen's Association will hold a mid-summer meeting at Urbana, Illinois, on July 31st. A very interesting program has been prepared and a trip through the horticultural buildings at Urbana, as well as a visit to Senator Dunlap's large commercial orchards are a few of the interesting things that will be included in this program. In addition to the Illinois nurserymen, all outside nurserymen are also cordially invited to attend this meeting.



# The National Nurseryman

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THE NATIONAL NURSERYMAN PUBLISHING CO., Inc.  
Hatboro, Pa.

Editor .....ERNEST HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Easton, Md., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., July 1924

**THE CONVENTION** Those who did not attend the con-  
vention at Atlantic City missed a  
treat. The place insured it being enjoyable. We are  
not so sure if there was as much business done as usual  
as there are no means of knowing, but we do know every-  
one seemed happy and satisfied.

The smoothness and expeditiousness with which all  
business was transacted was unusual. It appeared as if  
all nurserymen had come to the same conclusion on any  
given subject.

Co-operation is really beginning to work.

The National Association is beginning to find itself and  
function along lines it can be efficient.

The one thing brought out was while the American  
Association of Nurserymen may represent a very high  
percentage of the acreage and financial interests of the  
trade, it is too low numerically. The work it is doing  
should be shared by a greater number of the trade.

**PUBLICITY AND THE NURSERYMEN** The nurserymen at the conven-  
tion decided to allow sentiment  
in relation to National Public-  
ity and Market Development to crystalize until some prac-  
tical scheme suggested itself. They at last realize how  
big the subject is.

The meagre appropriations the nurserymen have been  
able to contribute have given publicity the results of  
which it is difficult to measure. They have been well  
spent even if their only result is to focus the minds of  
nurserymen upon the subject.

Unfortunately few nurserymen yet grasp the magni-  
tude of the idea. They use the advertisers measuring  
stick and compare appropriations for nursery publicity  
with advertising appropriations for pills or popcorn.  
There is no comparison and very little in common with  
an advertising campaign to sell chewing gum and a pub-

licity campaign to educate the people to raise their stand-  
ard of living, to be dissatisfied with ugliness and have  
their share of nature's riches.

The favorite idea that it is merely a question of dollars  
and cents does not fit. True it takes money to spread  
the gospel of beauty, but money is very secondary to  
ideas and brains in such a field of endeavors. In a pro-  
paganda to encourage people to get what they want, what  
they should have and what is good for them, namely, an  
active interest in growing things.

Big institutions, big industries, big movements are not  
the result of appropriations, but the result of sound ideas,  
—money is the by-product of them.

The nursery business standing as it does, a basic in-  
dustry, furnishing food for the body and beauty for the  
soul, will not thrive on a mercenary campaign of exploi-  
tation. In addition to this a national association cannot  
put one across, the interests of the members are too con-  
flicting, the country is too large, the climatic variation  
is too great. The flora of New England differs too great-  
ly from that of Gulf States.

Market development, or merchandising campaigns  
should be conducted by district associations. It is logi-  
cal to suppose a man will more willingly subscribe  
money to be spent for publicity in his own district than  
for indirect national advertising.

The work of the national association in connection  
with publicity should be to preach the gospel of beauty,  
to see that the children of the country are ensured the  
added enjoyment of life that is only gained by a knowl-  
edge of nature's living treasures. To raise the standard  
of living by making people dissatisfied with ugly sur-  
roundings. Teaching people that nature offers beauty  
and freely gives it in return for a little labor and a  
little interest.

Perhaps now the American Association is taking a  
little time to consider a way will suggest itself whereby  
its "acres of diamonds" will be uncovered.

Along these lines the first step of the association's pub-  
licity program should be to sell the ideals of the asso-  
ciation to every nurseryman in the trade. Get them as  
members of the American Association of Nurserymen,  
and convert them into well instructed missionaries to  
work through their own district associations in spreading  
the Gospel of Beauty and incidentally developing a mar-  
ket for the nurseryman's products.

## IS IT WORTH WHILE?

M. T. BEAN.

For many years the nursery business has been handi-  
capped by quarantines aiming to control the spread of  
various insects and diseases—notably San Jose scale,  
Corn borer, Japanese Beetle, Gypsy and Brown-tail moth.

Every little while announcements are made that the  
quarantine areas have been enlarged, indicating that the  
troubles are spreading, notwithstanding quarantine re-  
strictions.

Many contend that quarantine restrictions will prove  
effective only when the bugs are educated to read the  
quarantine notices and that quarantines of nursery stock  
will not control the situation because there are so many



other means of transportation, like the winds—that blow uncontrolled by the Federal Horticultural Board.

Millions are being spent every year. Millions were spent to control San Jose Scale but without result. To-day nobody worries.

Millions are being spent to control Boll-weevil, but Mr. Weevil marches steadily on. We are told that a monument has been erected in the South in honor of the Boll-weevil because it has forced the Southern planter to diversify his crops. Some Southern men say today that the Boll-weevil is a blessing; that without it there would be so much cotton that it would not be worth 10c per pound.

J. H. Hale, the peach king, is quoted as saying that the San Jose Scale was a blessing because it forced the orchardist to clean up.

In view of the results, have these quarantines and immense expenditures been justified?

Is it good business policy to continue to spend these large sums in channels that are apparently ineffective?

Could not part of this money be more profitably spent in searching for other and more effective remedies than quarantines on nursery stock?

For many years our scientific friends have apparently reasoned that troublesome insects and diseases could be controlled by regulating the shipments of nursery stock. Have the results proven that they are right? Is it not time that something else was tried?

As Federal and State governments have paid Southern planters for losses sustained because they were prohibited from growing cotton in certain specified zones, should not the nurserymen be reimbursed for losses sustained by them through some of the activities of the Federal Horticultural Board and the State Departments?

June 18th, 1924.

National Nurseryman,  
Hatboro, Pa.

Dear Sirs:

A friend has called my attention to an article by Mr. Pitkin in your magazine in answer to one of my own in the American Nurseryman, Rochester, N. Y. I am very glad that Mr. Pitkin has brought up the matter in this light as it was far from my intention to criticize the inspection service in any state. I believe Mr. Pitkin is more or less familiar with the inspection service in this state and if so he knows that it is very thorough and that it is not possible for any one not entitled to it to procure a certificate or to lawfully buy and ship stock not inspected. What I had in mind and wanted to bring out was the fact that any fellow might, in any state in the union, grow a small block of nursery stock and have it inspected and certified to and then go out and buy stock from whom he pleased or dig it out of the woods and ship that also under his permit tags. While this may not have happened in this or New York state I happen to know that it has in some of the states, and so far as I know the same could be pulled off in any state in the union. These fellows are usually agents who have learned the business of selling stock and who, quite naturally, realize the advantage of procuring a certificate to ship stock, that they may buy from the cheapest sources regardless of the quality. Of course the business life of such nurserymen is short, but they work harm to the business in general.

Mr. Pitkin says they never buy stock in the state of New York that has not been inspected and that all stock bought in other states has the certificate of the inspectors of that state. This, of course, is the course followed by all reliable and law abiding nurserymen, but it was not to these I had reference. I think I am safe in saying that in the nursery game that we have, on the whole, as fine a lot of men as can be found in any other business

enterprise, but there is no denying the fact that we have the crooked and "twisty" fellows with us, just as every other business has, and one of the best things about the proposed Uniform Inspection Law is that it will help to eliminate these fellows and put the nursery business on a higher plane and a better footing.

Mr. Pitkin also says "If we buy stock from without the state it is our duty to notify the Department of Agriculture or its representative, and it is then inspected by such representative before it is handled by us in our regular course of business." I take it then that the Chase Nurseries are not satisfied with the inspection of stock as it is growing in the nurseries, at least in other states, yet the same firm from which they buy may be selling the same stock retail and shipping it all over the state of New York. Mr. Pitkin criticised the Uniform Inspection Proposal as absurd on the ground that not enough men could be secured to inspect the stock as it was shipped. If the state of New York requires that all shipments from without the state be inspected it will take more inspectors and cost far more than to inspect all shipments as they go out. As a general proposition I should think an inspector could inspect twenty-five orders as they are assembled for packing in the same length of time that it would take to inspect one order one hundred miles away.

One of the troubles with the inspection of shipments on arrival at destination is the delay in attention to and the planting of stock occasioned by such inspection.

I have now before me a letter from a customer in one of the Pacific Coast states who says he notified the Department of Agriculture as required promptly upon arrival of the shipment but that it was several days before an inspector arrived and that the trees were badly dried out and damaged in consequence. The requirement that shipments be held unopened till inspected helps to complicate matters and will limit sales greatly, as would not be the case where shipments were inspected and passed at the nursery, as the Uniform Inspection Law proposes.

Very truly yours,

J. F. JONES.

#### REPORT OF COMMITTEE WITH OTHER HORTICULTURAL ORGANIZATIONS

Geo. A. Marshall, Arlington, Nebraska, Chairman

This being a new committee, we are unable to report results, but are pleased to report progress.

We sent out a circular letter to the secretaries of some 30 of our leading allied organizations covering all branches of horticultural interests as nearly as possible.

In this letter we set forth a few of the many advantages of cooperation, informing them that the American Association of Nurserymen have appointed a committee for this purpose. We urged them to write us freely, giving their views, suggestions, etc. Prompt answers came from most of them, all favorable to the move,—and a great deal of enthusiasm shown. A few of these societies have such a committee now and nearly all of the others suggested that they would bring this up and favor the appointing of such a committee as soon as possible. So it looks like this cooperation work can easily be launched. It might be well for a meeting to be called, composed of these various committees, and try to effect an organization with a chairman and secretary at least, so there would be a head, and something tangible to work from. I am sure that a source of cooperation of this kind would go a long ways towards ironing out many of our troubles. Would also assist in a better understanding with our governmental work through the departments at Washington. We well understand that our interests are or should be, largely the same. And that it is necessary for us to get together on a common ground for the good of all.

You know it was a committee like this from a dozen or more of the leading horticultural organizations of the country that worked out the "Standardized Plant Names," of which our president, Mr. Kelsey, was chairman. This work is of untold value and a great step forward.

We can also see great good coming from another committee made up in this way, consisting of pathologists, entomologists, scientific horticulturists, botanists and nurserymen who met in Cincinnati last winter and made great progress in getting together on a common ground for the inspection of nursery stock throughout the United States. This bids fair to work out an agreeable understanding between the nurserymen, the orchardists, the pathologists and all, that will be a great deal more satisfactory. We believe that by cooperation we can accomplish



much more than by each going singly. The acquaintance and consideration for each other is worth the effort alone. But we feel that the greatest good will come through team work; and that many of these complex problems which come before us from time to time, can be handled a great deal more satisfactorily. We would recommend a continuation of this committee, and that we assist in the launching of this cooperative movement.

#### TRADE EXHIBITS AT THE CONVENTION

- Color Work and Printing  
The Du Bois Press  
Rochester, N. Y.
- Catalogues and Color Work  
A. B. Morse Company  
St. Joseph, Michigan
- Sunoco Spray Oil Cascinate
- Red Diamond Calcium  
Andorra Nurseries, Inc.  
Chestnut, Hill, Phila., Pa.
- The New Japanese Barberry
- Berberis Thunbergii Atropurpurea  
Henry A. Dreer  
Riverton, N. J.
- Box Evergreen Seedlings, Etc.  
Robert C. Young  
Greensboro, N. C.
- Books, Catalogues and Florist's Advertisements  
A. T. De La Mar Co.  
438 W 37th St., New York City, N. Y.
- Color Plates  
B. F. Conigsky  
Peoria, Ill.
- Color Work on Mats, Plate Books, Calendars  
United Litho and Printing Co.'s  
Rochester, N. Y.
- Miniature Garden Laid Out in Box  
Outdoor Arts Co.  
Flourtown, Pa.
- Selling Agents for the Canterbury Box
- Colored Plates  
Process Color Printing Co.  
Rochester, N. Y.
- Granulated Peat Moss  
Atkins and Durbrow, Inc.  
157 Water Street, N. Y.
- Bolens Cultivator
- Bolens Lawn Mower  
Eddy Garden Service  
Paradise, Lancaster Co., Pa.
- Box, Plants and Roses  
Koster and Company  
Bridgeton, N. J.
- Fruit Trees Graded by Standards Adopted by the American Association of Nurserymen  
E. S. Welch, Mt. Arbor Nurseries  
Shenandoah, Iowa
- Overhead Irrigation  
White Showers, Inc.  
6451 Dubois St., Detroit, Michigan
- Cherry Trees  
W. C. Reed  
Vincennes, Ind.
- Tulip Bulbs  
Scabrook Farms  
Bridgeton, N. J.
- Wire Baskets for Growing Plants to Insure a Ball for Summer Planting  
H. F. Hillenmeyer and Sons  
Lexington, Ky.

#### OPINIONS ON THE CONVENTION

The most wonderful convention we have ever had.  
J. R. MAYHEW, Waxahachie, Texas.

Outstanding success, auspicious opening, program full and meaty.  
O. W. FRAZIER, Birmingham, Ala.

Most business-like convention we have ever held.  
M. L. CARR, Yellow Springs, Ohio.

Splendid convention all the way through.  
C. H. PERKINS, Newark, N. Y.

Best I ever attended.  
OTTO KATZENSTEIN, Atlanta, Ga.

Spirit of co-operation, cohesiveness and harmony very gratifying. Working arrangements of the different committees is the best ever. Now if they will get closer to the florists on legislative matters we would be a power.  
JAMES McHUTCHISON, New York City.

Best convention we have ever had.  
J. B. PILKINGTON, Portland, Oregon.

Interesting and accomplishment.  
J. M. PITKIN, Newark, N. Y.

The biggest thing noticeable was the interest of the younger element.  
ORLANDO HARRISON, Berlin, Md.

Most enjoyable I ever attended. Meetings efficient and snappy.  
E. E. MAY.

A real success.  
M. R. CASHMAN, Owatonna, Minn.

A wonderful success in every way.  
ROBERT C. YOUNG, Greensboro, N. C.

A good convention; one of the best.  
CHAS. MALLOY, Rochester, N. Y.

Expensive place to bring the family, but the legislative report was worth the price.  
O. JOE HOWARD, Hickory, N. C.

The best yet.  
N. E. AVERILL.

A real good meeting.  
W. J. SMART, Dundee, Ill.

#### TRIP TO BRIDGETON

It would be hard to conceive a more delightful trip than that given by the Seabrook Farms Co., Jackson & Perkins Co. and Koster & Co. to visiting nurserymen at the convention.

The splendid arrangements and lavish entertainment provided by the hosts was something to be remembered.

A special train was provided with dining cars. About 250 guests went on the train, and several parties motored over from Atlantic City.

There was not a dull minute for anyone during the entire trip. By the time the train arrived at Bridgeton everyone was outside of a most enjoyable lunch, for the



calls to the dining car were continuous.

Arriving on the private siding of the Seabrook Farms Company, motors conveyed the guests over this immense plant of 3400 acres.

"Wonderful!" "Inconceivable!" "I never imagined there was such a place" were the expressions heard on every side.

The Seabrook Farms Company primarily is a fruit growing and trucking business. It also grows in immense quantities certain lines of plants of interest to nurserymen and florists:

150,000 Manetti rose stocks.	Crocus, 1 acre.
750,000 California Privet.	Narcissi, 5 acres.
900,000 Berberis Thunbergi.	Tulips, 35 acres.
40,000 Herbaceous Spiraeas.	Gladioli, 125 acres.
180,000 Tuberous Begonias.	

and all in a superb state of cultivation, not a weed to be seen on its hundreds of acres, and everything evidently handled in the most up-to-date and efficient manner.

The nurseries of Koster & Company, in close proximity to the Seabrook Farms Company, were visited and revealed a model nursery where the highly efficient methods of culture practiced in Holland were seen under American conditions.

It is very evident that Koster & Co. is fast proving those choice plants such as Rhododendrons, Azaleas, Box, etc., that used to be so largely imported can be produced in America.

The potential value of this nursery to the horticultural trade of America must be tremendous.

Being strawberry season a banquet of the finest kind of this fruit was served on the lawn of one of the Seabrook Farms. Conditions were just right to make this a memorable feast.

The party then proceeded to the plant of Jackson & Perkins Company. Here also was seen the same choice list of stocks, Rhododendrons, Azaleas, Hydrangea otak-sa varieties, roses, choice evergreens, lilacs, Box and stock for which this firm is famous. Business like from one end to the other.

The automobiles then took the guests to see Bridgeton. It takes no very great stretch of the imagination to realize that Bridgeton will become an important nursery center and is evidently co-operating with the pioneer nursery firms that are making it so.

Arriving back at the train the dining cars were all in readiness to feed the guests. The return journey was taken up by eating and initiating worthy members into the Most Noble Order of Yellow Dogs, the end car being used for this "peaceful" purpose, Mr. Seabrook being the first candidate to have the honor bestowed upon him.

#### BABY RAMBLERS

The Baby Ramblers held their annual meeting during the convention. Miles Bryant, Princeton, Ill., was elected president; Edward Greening, Monroe, Mich., vice president and Hort Bowden, Geneva, New York, was re-elected secretary.

The banquet will be held next year on the Tuesday previous to the convention.

#### REPORT OF THE LEGISLATIVE COMMITTEE OF THE AMERICAN ASSOCIATION OF NURSERYMEN, FOR YEAR ENDING JUNE 27, 1924

Edward Moon, Morrisville, Penna., Chairman

#### ROSE STOCK SITUATION

One of the first tasks before us on entering office was some unfinished business taken over from the "Committee to confer with the Federal Horticultural Board regarding Plant Quarantines," of which Mr. J. W. Hill was chairman. This committee had been asked by the Federal Horticultural Board "If it is perfectly possible for home production to meet all the rose stock needs of this country?"

There was undoubtedly a difference of opinion among our membership on this question. The former committee had sent a questionnaire to many who had knowledge of the rose situation. From the results of the questionnaire, and the record of the proceedings of our last convention, a statement in answer to this question was drawn. It was submitted to the members of the Legislative Committee and the Executive Committee. The answer finally meeting the approval of most of the gentlemen, was sent to the Federal Horticultural Board as the nurserymen's reply to the above question. The reply follows:

September 22, 1923.

Federal Horticultural Board,  
Washington, D. C.

RE: ROSE STOCKS

Gentlemen:

You have asked our association under date of February 26, 1923: "If it is perfectly possible for home production to meet all the rose stock needs of this country?"

On the last day of our recent convention, when, unfortunately, only a small number were in attendance, this subject was up for discussion. Previously, Mr. J. W. Hill, recent chairman of our Advisory Board, had corresponded with many nursery firms qualified to give an opinion on this subject. From the replies that he obtained, as well as from expressions heard at our convention, the committee feels it may make the following reply as expressive of sentiment among American nurserymen on the subject.

The Pacific Coast nurserymen state almost without exception, that it is perfectly possible to grow all the rose stocks for United States needs at home. Further, they state large quantities of Manetti are now being grown by them, and that with adequate notice of intention to exclude foreign stocks, an ample supply of home grown stocks could be made ready.

The nurserymen of the Gulf States also state "that it is perfectly possible for home production to meet all the rose stock needs of this country," but they are not as enthusiastic in their letters of reply.

The Mid-western and Eastern nurserymen mostly reply that it may be possible to produce at home all needed rose stocks, but it is first necessary that American production should first be proven over a period of years, and home grown stocks found that are suitable and acceptable for all domestic needs, before the foreign product is entirely excluded.

The views held by this large section of nurserymen are best summarized in the words of a prominent Lake State grower: "In one instance, at least, and possibly two, we have had as good stocks as our imported French stocks, but the same growers in over three successive years have only produced one such crop."

The request is very general among nurserymen that whenever it becomes necessary in the judgment of your Board to exclude Foreign grown rose stocks, adequate notice of such intention should be given, that stocks may be grown to "avoid a gap" in rose production. Two years is as short a notice as the most optimistic of our growers desire, though many feel a longer period for preparation and adjustment necessary.

This letter does not attempt to speak for greenhouse men or florists, nor for the American Rose Society.

We appreciate your courtesy in having asked our judgment upon this matter. Our reply has, by the very nature of our widely located and diversified membership, been a long time in formulation, but we believe, as now expressed herein, is indicative of the opinion among nurserymen on this subject at this time.

Very respectfully,

(Signed) HARLAN P. KELSEY, President.

(Signed) J. EDWARD MOON, Chairman.

Legislative and Tariff Committee of American Association of Nurserymen.



## 68TH CONGRESS—1ST SESSION

Congress kept your committee anxious during the session that concluded June 7th. It was not until after adjournment that the chairman of the Legislative Committee could find relaxation from the vigil it had been necessary to keep over Washington for months past.

There were about 20,000 bills introduced into Congress at the past session. A number of these concerned our interests. They would appear most unexpectedly and under titles that gave no intimation that the subject matter might concern our trade.

## THE CRAMPTON BILL

A bill familiar to the Legislative Committee for years past. It is doubtless a well intentioned effort on the part of Congressman Louis C. Crampton, of the Seventh District of the State of Michigan, to protect the planter from trees and shrubs untrue to name. If passed, this bill would not accomplish Mr Crampton's purpose, with which we cannot take exception, and it would have greatly interfered with the legitimate wholesale exchange of nursery stock. Our objections were registered with the Interstate and Foreign Commerce Committee that considered the bill. The Department of Agriculture also objected to some phases of it. The Crampton bill or some other attempt to compel honest labeling of our products by process of law is sure to come up at another session of Congress. Nurserymen do not object to honest dealing; we seek to compel it in our association. There is an unusual degree of "honesty in dealing" practiced among nurserymen. Common Law a plenty exists to punish the occasional offender.

Nurserymen can do much, however, to dispel the fears of men like Mr. Crampton, if we make and keep reputation for "*Trustworthy Trees and Shrubs*" that can stand out clear and untarnished in the search-light of public opinion.

## FEDERAL HORTICULTURAL BOARD

The Federal Horticultural Board again sought at the hands of Congress increased powers that would give it the right of search without Warrant, and some other provisions that made their power greater. Even though these provisions did not seem to directly affect the Nursery trade, we can but look upon them with some degree of apprehension, for by many of us it is felt that our Federal Bureaus already have enough power. The bill did not pass.

## PLANT PATENTS

During the winter there was held in the office of Dr. Taylor, Chief of the Bureau of Plant Industry, a Conference over the subject of Plant Patents. A special Committee of Nurserymen were called to this Conference that in addition to the writer, consisted of President Kelsey, Mr. Koster and Mr. Paul Stark.

It seems that plants are not barred from the Patent Act or Laws excepting by the impossibility of filing blue-print and specifications of the new plant. This filing is fundamental to the Patent law. That such protection of a patent or copyright would be a stimulus to our Industry and result in increased dissemination of many articles, seems to be without doubt. To this end the general public would be the gainer, and protection in dissemination ought to be accorded the originator of a new plant. To the Conference it seemed necessary in view of the fact that a blue-print and specifications could not be filed that there should be some Agency under Federal authority for the registration and testing of new plants as a requisite to protection under a Patent right. This Agency does not now exist, and it is just possible that one of the things that this Association of Nurserymen may wish to do is to take steps to see that such a place of registration is established under a proper enabling act of Congress, that ultimately the Originator of a new plant would have the protection and financial benefit that accrue from his patient diligence, intelligence and labor just as does the owner of a Patent right now have advantages in the fields of Mechanical and Engineering Science.

## FRUIT STOCKS

Soon after New Year's, Nurserymen everywhere grew alarmed over the fact that their fruit stocks were being detained at ports of entry, because they were coming in with soil about the roots, and could not enter under the ruling of the Federal Horticultural Board, unless they had been "freed of soil". For several days it looked as if thousands of cases would either have to be condemned or deported. The Chairman of your Committee quickly secured a Conference with the Federal Horticultural Board, and sent an S. O. S. call to Charles Perkins, Louis Bobbink and Paul Stark and James Clark to assist him at the Hearing. The result of our Conference is known to those who imported stocks. It was contained in a bulletin that this Commit-

tee sent out under date of February 2nd. A copy of this follows:

Feb. 2, 1924.

Members of the American Association of Nurserymen.

Gentlemen:

This will be of interest to those of you that are expecting shipments of root stocks, or plants this Spring. The requirement that the roots of such plants shall be washed, or cleaned free from dirt is very clearly set forth in the regulation of the Federal Horticultural Board. European shippers, especially French shippers have been careless this Spring, and many cases of plants have come into New York bearing a considerable quantity of soil about the roots.

Government Inspectors delayed these shipments at the Port of Entry, while F. H. B. was consulting with your Legislative Committee. From samples of plants submitted to your Committee, it would appear as if the Government regulations had not been complied with, because there was a good deal of dirt remaining on the roots.

The Government could reject these shipments, and send them back to France. The alternative was to clean the shipments at the Importer's expense. The Chairman of your Legislative Committee sought a hearing with the F. H. B., and had present with him, Mr. Charles Perkins, Mr. Louis Bobbink and Mr. James Clark of Dreer's; also Paul Stark. The situation was discussed, and for a time it looked as if the F. H. B. would require that all the roots be washed. We were, however, able to dissuade them from this, and agreed to the fumigation of the cases in such a way that they would not even have to be completely unpacked. This fumigation will be done at the Importer's expense. It is the only way that the stock can be gotten in at this time.

I know that there are members of our association who will say that your committee should not have consented even to fumigation, that the whole situation is one in which the F. H. B. was seeking to restrain importations, and in other ways we will be subject to criticism. Under all the circumstances, the arrangement made seemed to us, at least, to be the best possible to get shipments now on the docks of New York quickly through to destination.

There appears to be no reason why shippers should not clean their plants better before packing them. Also there is no reason why they should use packing material that is liable to carry infestations to the U. S. It is suggested, therefore, that the cost of this fumigation be deducted from the price of the stocks, or plants imported, and in this way it is felt that the necessity of offering plants free from soil about their roots will very soon be impressed upon the shipper in Europe.

This year we were able to save the situation, but if each nurseryman importing stock does not impress upon his shipper that the plants must be freed from soil about their roots, then the F. H. B. will issue an order that requires the washing of the roots, and this is something that nurserymen very generally have objected to.

In conclusion, I hope that you will be satisfied with the work of the committee in the emergency that existed, and that you will impress upon anyone from whom you import plants the necessity that they *free them absolutely from soil* before packing, and also that they use packing material that is not capable of carrying in pests.

Very respectfully

J. EDWARD MOON, Chairman Legislative Com.

JEM:EEB

The securing of admission of these stocks when they had been condemned is one of the most tangible and immediately valuable pieces of work that your committee did. Not only did it confer with the F. H. B., but it invited into conference in Washington, representatives from the embassies of France, Belgium and Holland, before whom the situation was laid. The result has been that word was sent to Europe *that hereafter shipments of fruit stocks must be freed of soil* or they are not likely to gain admission like those that were sent last winter. Nurserymen buying for 1925 supplies will do well to impress upon the nurserymen in Europe from whom they purchase, that to gain entry he must fully comply with the requirements of our Government.

## PINE LEAF BLISTER RUST

*Pine Leaf Blister Rust Quarantines* continue to restrict the movement of Five-needle Pines, Currants and Gooseberries to the extent that financial loss is suffered by many nurserymen, in the loss of trade formerly enjoyed on these articles.

The circumstances that prompted the original regulations controlling this pest have changed. There is now a greater knowledge of the pest. It is definitely known that if currants and



gooseberries are kept at a greater distance than 900 feet from a Five-needle Pine that the rust will not spread as the spores do not travel over a greater distance than this to the alternate host. When the regulations were made the Blister Rust was known only to Eastern localities. Now most alarming possibilities of destruction are among the valuable timber pines of Washington and Oregon.

Your chairman from his acquaintanceship with officials of the Department of Agriculture is rather definitely convinced that we can obtain some relief through modifications of these quarantines, if we are willing as an industry to co-operate in the control and destruction of the pest. This co-operation means:

1. That nurserymen must volunteer not to deal in black currant bushes of any kind. To treat these as "out-lawed" in commerce.

2. We must submit to not shipping any Five-needle Pines from areas infested with Blister Rust until they have been certified.

3. Such strong opposition would doubtless be encountered if we attempted to have moved the present more or less arbitrary quarantine line that stretches from north to south across certain Mid-western States. A large section of our membership will not take kindly to the possibility of leaving this line exist, but the Western Plant Quarantine Board is so zealous in its protection of the States represented that the whole program of modification may be thwarted, unless we accept this arbitrary boundary across which currants, gooseberries and pines shall not pass.

4. Red currants and gooseberries can, if we accept the provisions mentioned, then doubtless move freely when completely defoliated, except across the forbidden boundary. As a further condition of their movement it may be necessary to have them inspected in the field in summer and then certified, if free from the rust.

5. Nurserymen's efforts to educate the public concerning this rust would be much appreciated by the Department of Agriculture. We, of course, can do a great deal toward such education, if the catalogues of the nursery industry are used to distribute small leaflets of information. Persons buying currants, gooseberries and pines can be told of the dangers in planting these articles nearer than 900 feet to each other. Such an effort to give a knowledge of this pest to the public would elicit from the Department of Agriculture a great deal of kindly feeling toward our efforts at co-operation that would be reflected, not only in Pine Leaf Blister Rust matters, but in others with which your Legislative Committee have to deal.

It is our hope that before this meeting adjourns we will have expressed in some definite way, possibly through a letter to the Federal Horticultural Board our suggestion for a Conference, seeking to find modifications to the existing Blister Rust Quarantines that will give protection to the Forest interests and at the same time greater freedom of shipment to the Nurserymen.

#### /GYPSY MOTH

Gypsy Moth matters have claimed the Committee's attention frequently. Conferences over this matter have been held in New York City; in Trenton, N. J., and before the Federal Horticultural Board in Washington. New England Nurserymen have displayed a willingness to co-operate and resourcefulness in suggesting methods of control, so that they have for the most part kept their markets open, but not without a great deal of anxiety, and expense of time and effort.

#### JAPANESE BEETLE

Japanese Beetle has continued a source of anxiety to Nurserymen likely to be affected by it. A splendid co-operation exists between the Nurserymen concerned and the Federal and State Officials in charge of the work. While there is always before the Nurserymen, likely to infestation, the potential possibility of having their markets denied them on account of this pest, there have been discovered certain methods of treatment, by Government experts, that render plants free from danger of disseminating the pest, and when treated, acceptable for shipment.

Several Conferences in Washington, at Philadelphia and elsewhere have been held during the year on account of this Beetle. An idea of how effective have been the control measures and the Nurserymen's co-operation is gained from the knowledge that with the quantities of Nursery stock shipped out of the infested area annually this pest is not yet known to have escaped the unhappy place of his residence in the vicinity of Philadelphia.

#### PARCEL POST BILLS

Scores of bills were introduced affecting the postal service. In some, increases of Parcel Post rates were sought. Nurserymen from everywhere urged your Committee to oppose these increases. Time and effort were expended in an endeavor to

save existing rates. Whether it was your Committee's efforts or a Congress bent on other matters, that prevented the passage of increased Parcel Post rates, you may individually judge, but the Committee wants credit for its efforts, at any rate.

#### A UNIVERSAL TAG

A tag that will permit shipment of clean, healthy nursery stock anywhere, anytime, through, around and over quarantine lines, is the cherished hope of nurserymen. There are honest determined efforts being made to accomplish this by a Committee of Entomologists. The chairman of that committee, Dr. Thomas J. Headlee, of New Jersey, will explain the plan later at this morning's session, so this report shall merely contain the statement that among the manifold matters coming before us, this one also received our thought and study.

#### WHY NOT COMPENSATION FOR NURSERY STOCK DESTROYED IN PEST CONTROL WORK?

Nurserymen have been prevented from shipping varieties of *Berberis vulgaris* that they grew in good faith, because there is danger that this plant will spread the Wheat Rust. Again we have been commanded not to ship blocks of pine trees for fear of spreading the blister rust. Blocks of azaleas, peonies, and other plants have been tied up in the vicinity of Philadelphia because they might spread the Japanese beetle. Through no fault of our own these losses are brought upon us.

Why is it that most every appropriation to the Bureau of Animal Industry, for the control of live stock diseases, carries provisions for compensation when animals are destroyed, and every similar appropriation to the Bureau of Plant Industry includes the words "*that no part of this appropriation shall be used to pay the cost or value of trees or other property injured or destroyed?*"

With the assistance of our attorney, Mr. MacDonald, a suggested Bill has been prepared that is attached to and forms part of this report. It is our hope that during the coming winter state and sectional associations will take hold of this idea, modify the plan to meet the requirements of separate states, and seek to get such a measure through the legislatures of some of the states the coming winter. Others would follow later.

There are manifold difficulties in the passage of such a law, but those of you who will take time to read the tentative act prepared, and published herewith, will find that many of the objections that first occur to you are met satisfactorily. We urge further efforts along this line as part of a constructive program of legislation, as opposed to one of opposition, that we have too often maintained.

#### CONFERENCE OF STATE AND FEDERAL ENTOMOLOGISTS AT WASHINGTON, APRIL 1924

The most important legislative event of years to Nurserymen was the Conference in Washington of State and Federal Entomologists. It happened at a very inconvenient time for Nurserymen, yet there were found volunteers who would make the necessary sacrifice to attend "in the capacity of observers." I feel that especially does the Trade owe appreciation to Mr. William Flemer, Sr., Mr. Thomas B. Meehan and Mr. Robert Pyle, who with your Chairman were present at the sessions, though only Mr. Flemer attended throughout the Conference.

There was presented to the Conference a graphic picture of the Quarantine situation in the shape of a report that showed 191 State Quarantines or Regulations, embargoing or restricting the movement of plants and plant products. Mr. Sherman, an assistant solicitor of the Department of Agriculture, submitted a list of decisions by the U. S. Supreme Court showing the powers of the Federal Government over Inter-state Commerce. He further explained the law in response to many questions. State after State was obliged to admit that the law of the Nation is above the law of the State, and it was only in the exercise of its police power that they could enforce its Quarantine and Regulatory measures. The extent to which a State could enforce these was very definitely fixed. Copies of the Assistant Solicitor's report were obtained and it constitutes a volume of most valuable legal decisions to the nursery trade. This report our Association now has on file for future reference and guidance.

It was very definitely asserted that "*when the Federal Government takes complete charge of a subject*" as it has done in the case of Corn Borer, Pine Leaf Blister Rust, Gypsy Moth and Japanese Beetle, *that a Federal tag showing a shipment to be free from the pest stipulated will take the shipment so certified through to destination, and a state cannot deny the right of entry. The state does, however, have the right to examine the shipment at destination, and there reject it for cause.* The clearing up of this one point nullified scores of the quarantines contained in the record of 191 such Regulatory Pronouncements mentioned above. Since the conference a number of such meas-



ures as were in conflict with Federal action have been withdrawn or modified.

As valuable as is the "clearing up" of some phases of the legal side of Quarantine measures, it is perhaps no more valuable than will be the greater co-operation that is going to result between State and Federal Officials, as a result of a better understanding. The States and the Government now know one another's problems better, so that in the future it is not likely that Quarantines will be put up against our products without a more careful investigation of the situation, and then only, with the knowledge of the Federal Government, to supplement its action.

Your Committee does not for one minute wish to give the impression that this Conference solved all our Quarantine problems, but it does mark a great step forward.

#### A REPRESENTATIVE OF THE NURSERYMEN RETAINED AT WASHINGTON

Legislative Committees, or at least the Chairman of such Committees, feel the necessity of having someone with legal training to whom they may appeal for advice and counsel; also that there shall be someone familiar enough with the operation of the Government at Washington to quickly secure information concerning bills or regulatory pronouncements that affect our industry. To find one person capable of performing both services was our aspiration. This seemed impossible until President Kelsey suggested Mr. Morten Q. MacDonald. Members of the Legislative and Tariff Committee were consulted about retaining this gentleman's services. Many did not approve, but your Chairman was physically unable to digest the Congressional Record and the volumes that came through from Congress daily. This Association wanted knowledge of what Congress or the Bureaus of the Department of Agriculture were doing. Mr. MacDonald knows how to quickly find these things out, so he was retained by your President and Chairman of this Committee at a salary of \$25.00 per day together with his expenses when called from Washington. He has given inestimable service to date and the Chairman submits Mr. MacDonald's bill of \$75.00 for services rendered.

#### FINE CO-OPERATION AND MUTUAL UNDERSTANDING

A report of the year's work would not be complete without a statement that we have found on every hand in Washington helpful cooperation and a just attitude toward our industry. We venture to suggest that there has never been a better understanding, or a more cordial desire for co-operation than at present exists between Government, State Officials and Nurserymen.

#### REPORT OF SPECIAL COMMITTEE TO MEET THE PATHOLOGISTS AND ENTOMOLOGISTS AT CINCINNATI IN DECEMBER 1923

Mr. President and Gentlemen:

Some eighteen months ago the American Phytopathological Society extended an invitation to the American Association of Nurserymen to meet them at their annual meeting held in Cincinnati, Ohio, December 1923, and to participate in a symposium on Crown Gall Inspection. Mr. Geo. Marshall and myself were appointed a special committee to represent the nurserymen in this discussion. The meeting was held at the University of Cincinnati. The discussion was attended by about two hundred Pathologists and Entomologists and beside Mr. Marshall and myself other nurserymen in attendance were E. P. Bernardin, Parsons, Kansas; Homer L. Reed, Louisiana, Mo.; Louis Hillenmeyer, Lexington, Ky. The discussion opened by the presentation of four papers given in the following order; Crown Gall from the Horticulturists' Viewpoint, by Dr. M. J. Dorsey, West Virginia University, Morgantown, W. Va.; Crown Gall on Fruit Trees in Nursery and Orchard, by H. B. Chase with Mr. Marshall's assistance; A Nursery Inspector's View of the Crown Gall Problem, by Harry F. Dietz, Entomologist, Indianapolis, Ind.; and the fourth paper—Some Requisites of a Better Crown Gall Inspection, by Dr. I. E. Melhus, Pathologist, Ames, Iowa. Following the presentation of the four papers a general discussion was had, participated in by a number of leading Pathologists, Entomologists and Botanists.

Now, before preparing my paper, quite a voluminous correspondence was had with orchardists and nurserymen widely scattered over the United States and specimen Apple trees, galled and clean, of all ages were collected from eighteen different sources and from ten different states. The members gave us the finest kind of co-operation in sending in this material. Apple trees were selected because your committee felt that we should concentrate our efforts on Apple and leave other classes of trees and plants that are subject to Crown Gall for discussion at some future date.

This material was sorted, classified and photographed. These

photographs were used in connection with my paper. The material was then packed and shipped to Cincinnati with the idea that a committee from the Pathologists and our committee representing the nurserymen would attempt to go over this material tree by tree, agree what should pass the Inspectors and what should not and then photograph the various groups, the photographs to be printed in a booklet which would serve as a guide for Inspectors, Nurserymen and Planters alike. The two committees met the next morning early following the discussion and worked all day long, sorting and resorting, classifying, discarding and accepting, trying to get together to the satisfaction of all parties concerned. It was a most interesting session and never have I seen a committee more earnestly interested, willing to put aside their plans for that day and try to get at some definite, clean-cut, positive method of handling the Crown Gall Inspection problem. After hours of work we found it impossible to select specific forms or types of Crown Gall that should pass the Inspector, other forms that should go in discard, so that a photograph would tell the story at a glance. It cannot be done because excessive callous causing an enlargement or swelling is so often confused with Crown Gall. Such trees are perfectly sound yet tens of thousands of them are rejected because of the difficulty of separating excessive callous from true type Crown Gall. A photograph will not, cannot determine the difference between the two. True a series of such photographs would be a decided aid to Inspectors and others, but not a positive guide.

As a result of this discussion and the full day's work by the joint committees, a resolution was finally agreed to and the next day it was adopted unanimously by the Phytopathological Society with about 400 members present, and later by the American Association of Economic Entomologists without a dissenting voice. It is said to be the most liberal pronouncement of the Phytopathological Society on this question. The resolution is as follows:

#### THE CROWN GALL RESOLUTION

1. Owing to the wide distribution of *Bacterium tumefaciens*, the large number of its host plants, and the difficulty of detecting all affected plants, official inspection of nursery stock for the purpose of preventing the dissemination of the crown-gall organisms is unwarranted. The sole object of crown-gall inspection is to prevent the sale and planting of stock which will not produce a normal crop. If it be assumed that all plants affected by crown-gall are unfit for planting no method of official inspection is adequate protection for the planter, because of the nature and wide distribution of the causal agent. Inspection regulations should be framed with these things in mind and a clear distinction should be made between crown-gall and malformations due to excessive callousing, cultivation injury, woolly aphids and nematode injury.

2. The amount of injury done by crown-gall varies greatly with different species of plants, and in some cases, with different varieties of the same species. Also, it appears to vary somewhat with the character of the soil, methods of culture and climatic conditions. Accordingly, it is impracticable to have uniform inspection regulations for all kinds of plants or for all parts of the United States.

3. In each state the extent of the injury done by crown-gall to the principal economic plants grown in the state should be accurately determined and the findings used as the basis of inspection regulations. Generally speaking, the persons best qualified to do this are the plant pathologists and horticulturists of the Agricultural College and the Agricultural Experiment Station. They should be consulted freely by those in charge of nursery inspection.

4. In general, the injurious effects of crown-gall have been over estimated, particularly in the case of the Apple. Crown-gall injury is least pronounced in the northern and northeastern portions of the United States.

5. Crown-gall inspection should describe fully, and as accurately as may be possible, the symptoms shown by plants to be rejected. To say that "all plants visibly affected by crown-gall will be rejected" is not sufficiently explicit. Hair-splitting methods of inspection are unnecessary and should not be permitted. Considerable tolerance should be allowed.

6. Field inspection for crown-gall is unreliable. The only worthwhile inspection is that made at the packing shed or at the point of destination.

7. Except as a penalty for law violation the rejection of an entire shipment because some plants in it are affected by crown-gall is unwarranted.

8. In view of the foregoing it is recommended that this Society solicit the active cooperation of the American Association of Nurserymen in a research program that will ultimately answer the questions now involved, directly and indirectly, in a better



understanding of the nursery inspection problems relating to crown-gall.

Respectfully submitted,

F. C. STEWART, American Phytopathological Society, Geneva, N. Y.

M. J. DORSEY, Scientific Horticulturist, Morgantown, W. Va.

I. E. MELHUS, Botanist and Plant Pathologist, Ames, Iowa.

HARRY F. DIETZ, Entomologist, Indianapolis, Ind.

HENRY B. CHASE, Nurseryman, Chase, Ala.

Your committee reported this resolution to a meeting of the Executive Committee of this Association held in Kansas City last January and the Association, through its Executive Committee, endorsed this resolution and took immediate action on section 8, placing this Association in active co-operation with the American Phytopathological Society in a research program, the Association appropriating the sum of \$2000 per year for two years for this work provided the remainder of \$4000 per year for two years was subscribed by the growers most vitally interested. John Fraser, Jr., Huntsville, Alabama was placed in charge of raising this fund and his report is a very interesting document. This research program is now being carried on and its modum operandi will be explained to you by W. C. O'Kane, Chairman of the Crop Protection Institute which operates in connection with, or, as a part of, the National Research Council of Washington which has this work in charge.

The Executive Committee at Kansas City authorized the publication of this resolution and the papers and discussion. It was printed and distributed by Secretary Sizemore, 100 copies being sent to the officers of the Phytopathological Society, Horticultural Inspectors, etc. and a copy being mailed to all the nurserymen of the United States, a total of ——— copies being printed. About two weeks after the Cincinnati meeting, through the co-operation of the Federal Horticultural Board's office at Washington, the resolution, multigraphed, was distributed to all the Nursery Inspectors of the United States.

Your committee was most kindly and courteously received at Cincinnati and as courteously and kindly parted with. A spirit of real co-operation was manifest during the entire session and it was the feeling of the nurserymen present that there was a better understanding between Nurserymen and Entomologists and Pathologists than ever before.

Respectfully Submitted,

H. B. CHASE.

GEO. A. MARSHALL.

Committee.

## A NEW COURSE IN LANDSCAPE ARCHITECTURE

Next year the University of Pennsylvania will offer a course in Landscape Architecture, in the School of Fine Arts.

Robert Wheelwright, a Harvard graduate and a successful practitioner of landscape architecture, has been selected by the faculty of the school, to conduct the new course.

It is interesting to note that landscape architecture is now considered one of the fine arts.

## CATALOGUES RECEIVED

Bulk & Co., Boskoop, Holland.  
Wholesale Catalogue.

California Nursery Co., Niles, Calif.  
Trade Price List.

The Floral Farms, Wisbech, England.  
Bath's Special Trade Offer of Bulbs.

Texas Nursery Co., Houston, Texas.  
Ancient Cypress of the Monteziemas.

Otto Katzenstein & Co., Atlanta, Ga.  
Tree Seeds From Old Mexico.

Robert C. Young, Greensboro, N. C.  
Wholesale Price List.

A. E. Wohlert, Narberth, Pa.  
Special Offer of Iris.

# Obituary.

WILLIAM PFAENDER, JR.

William Pfaender, Jr., secretary-treasurer of the Pioneer Nursery Co., Inc., of New Ulm, Minn., died at the age of 71 years. Uremic poisoning was the immediate cause of death.

Mr. Pfaender was perhaps best known to the retail trade and Minnesota horticultural circles as an experimentalist. He had a great love for all things growing outdoors. The youngest son, Carl, will continue the nursery.

Among the plants Mr. Pfaender originated are the Minn. Wild White Grape and the hardy, blight-resistant Mendel pear.



The Late J. W. HILL, Des Moines, Iowa  
*Treasurer of the A. A. of N.*

It is with much regret we report the death of J. W. Hill, Des Moines, Iowa, which occurred on June 12, 1924, in Los Angeles, California.

Nurserymen friends of which he had many will be deeply grieved.

Mr. Hill was treasurer of the American Association of Nurserymen and a faithful worker. Many looked forward to seeing him at the convention where he was sadly missed.



## RESOLUTIONS ON THE DEATH OF J. W. HILL

*Resolution Adopted at the Friday Morning Session of the Convention Meeting of the American Association of Nurserymen*

WHEREAS, on Thursday, June 12, 1924, while visiting in Los Angeles, California, our beloved friend and brother, J. W. Hill, of Des Moines, Iowa, departed this life, and

WHEREAS, Mr. Hill has been for many years one of the leading spirits of this association, being past president and the association's present treasurer, and

WHEREAS, in honoring his memory we honor ourselves, therefore:

BE IT RESOLVED by the American Association of Nurserymen in convention assembled at Atlantic City, N. J., this 26th day of June, 1924.

First, that in the death of J. W. Hill, the association loses one of its most honored members, humanity a true friend, and every member of this association a brother. A great man has fallen. He was too big to think little thoughts, and too lofty of mind to indulge in petty jealousies. He was so big that if there were others to think of he never thought of self. In honor he always preferred others. He knew the art of loving, and gave unstintedly to his fellows a love as pure and beautiful as the love of a little child, and because of this he was beloved by all.

Second, his faith in spiritual things was the most sublime thing of his character. He walked daily with his hand in the hand of his Master, and we who knew him best are confident that when the hour came when he must pass through the valley of the shadow of death he feared no evil "For thou art with me, thy rod and thy staff they comfort me." Because of this we rest in the hope and promise that there was prepared for him a table secure from the presence of all enemies, and that there he shall dwell in the house of his Lord forever.

Third, his virtuous life is worthy the emulation of us all. While he was a successful business man, he placed other things above business success. He was so fair in his business dealings that it was a joy to do business with him. He counted as dross money, if purchased through questionable transactions or procured through strife. Particularly was he a friend to the young man, the man who was trying to get a start in life. His hand was ever extended to help a weaker brother, and his stalwart frame was ever willing to help bear the world's burdens. J. W. Hill was one of God's noblemen.

RESOLVED, further, that this convention, in the adoption of these resolutions, stand for a moment in silent and reverent devotion to the life of our deceased friend, that a copy of these resolutions be printed in the year book of this association, a copy be furnished the trade papers, and a copy be sent the bereaved family.

Respectfully submitted,

J. R. MAYHEW, *Chairman.*

REPORT MARKET DEVELOPMENT COMMITTEE  
AMERICAN ASSOCIATION OF NURSERYMEN

Telling the Association about itself is the desire of your Market Development Committee in making a report for the past year, and recommendations for the future years.

First we will analyze the membership. Secretary Sizemore's

report for 1923 shows an increase of eighty-six for the year, making a total membership of four hundred and six.

For the purpose of making a study of Association needs, we have first listed the membership by states and sections.

In the South we find fifty-eight members:

Virginia .....	6	Tennessee .....	8
North Carolina .....	6	Kentucky .....	5
Georgia .....	5	Texas .....	13
Florida .....	5	Louisiana .....	2
Mississippi .....	2	Alabama .....	6

In the East one hundred and twenty-two members:

Maryland .....	9	Pennsylvania .....	22
New Jersey .....	18	Delaware .....	1
New York .....	53	Connecticut .....	10
Massachusetts .....	8	New Hampshire .....	1

In the Central states one hundred and sixty-eight members:

Oklahoma .....	4	Arkansas .....	5
Missouri .....	15	Ohio .....	37
Kansas .....	24	Indiana .....	11
Illinois .....	36	Michigan .....	27
Wisconsin .....	9		

Western States fifty-four members:

California .....	5	Oregon .....	4
South Dakota .....	2	North Dakota .....	2
Minnesota .....	7	Iowa .....	14
Nebraska .....	10	Colorado .....	5
Washington .....	4	Utah .....	1

With Italy, Holland and Canada seven members.

Of this number thirty-four are associate members.

One hundred and thirty members pay dues of only \$10 per year.

Only two hundred and twenty members pay dues from \$20 to \$50 per year.

Leaving only fifty-six members of the total number, four hundred and six, paying dues of more than \$50.

Analyzing these figures, we find that the majority of the membership consists of those nurserymen paying between \$20 and \$50 dues.

The badge book carries copy of one hundred and twenty-eight firms, mostly wholesale nurserymen, which really represent the strength of the Association.

Eleven states are not represented. Why?

Texas with thirteen members is evidently not satisfied with American Association of Nurserymen publicity. The trade papers reporting the Convention last fall of the South Western Nurserymen called attention to the fact that subscriptions totalled about one-third as much as American Association of Nurserymen had ever appropriated in any one year for publicity. Seventy-five firms were represented at this convention. Of this number only thirteen Texas nurserymen are A. A. of N. members.

The Southern Association mailed out eight articles to thirty-five hundred Southern papers at a cost of \$750. This Association has a membership of over one hundred, there are only fifty-eight nurserymen in the entire south members of the A. A. of N.

California, with five members in the American Association of Nurserymen, is evidently getting her inspiration from a strong sectional organization.

What are we doing for this group, that they do not get from their strong sectional associations.

We have never analyzed their needs.

The Ornamental Growers, Eastern, Western, Illinois, and New England Associations give their members, among other things, a stock report, which is very beneficial.

The physician cannot successfully treat the patient for a mysterious malady until he first accurately diagnoses it.

So your committee has attempted to show a few weaknesses.

An incorrect conclusion or "snap judgment" may easily cost thousands of dollars.

Newspaper articles all written by one man. They don't fit, because all kinds of conditions, from the cold of the Dakotas to the heat of the tropics, must be considered.

A short article in a Southern farm paper last winter, concerning Pine-apple Pear caused a heavy demand for that variety.

Writers familiar with their own section should prepare this valuable and inexpensive publicity, changing our horticultural nomenclature into simple readable newspaper English.

The larger nurseries, "specializing in one crop". The Retailer, we must reach through the pocket book route, and open up a



**We Sell**  
**TO THE TRADE ONLY**

APPLES: 2 yr. buds  
 PEAR: 2 yr. buds  
 CHERRY: 2 yr. buds  
 PLUM: 2 yr. buds  
 PRUNE: 2 yr. buds  
 GOOSEBERRY: Oregon Champion 1 yr.  
 CURRANT: A General assortment including Perfection 1 and 2 yr.  
 ROSES: Portland grown 2 yr. buds  
 CLEAN COAST GROWN SEEDLINGS:  
 Apple, Pear Mahaleb, Mazzard, Myrobolan and Norway Maple

Also a large assortment of general Nursery Stock including one year budded Fruit Trees,, Nut and Ornamental Trees, Shrubs, etc.

*Our soil and climate produce a fine system of fibrous roots, without irrigation.*

**Portland Wholesale Nursery Co.**

971 SANDY BOULEVARD

**PORTLAND : : OREGON**

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum  
 Cherry and Quince  
 Small Fruits  
 Ornamental Trees Shrubs  
 Evergreens  
 Paeonies Perennials  
 Roses

**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

1000 Acres

Write for special prices

Summer is the nurseryman's visiting season.

Come see how we grow them.

Just off the Lincoln Highway at Kingston, N. J.



**Princeton Nurseries**

Princeton in New Jersey

July 1, 1924



**NURSERY SPADES**

EXTRA LONG STRAPS  
and

REINFORCED AT  
BEND OF HANDLE

also where

STRAP IS WELDED  
TO BLADE

*Made in Either Square  
or Round Point*

**T. ROWLAND'S SONS, INC.**  
Cheltenham -:- Penna.



new avenue of distribution by teaching the retailer "How to Advertise."

It is claimed that the foolish banana song of last season fixed bananas in the minds of the public to such an extent that sales were stupendous.

This illustrates the value of repeating over and over again by the advertising route, "It's Not A Home Until It's Planted."

#### PAGES IN PAPERS

My only reason for giving details of my own private business and personal affairs is to illustrate what any community can accomplish by cooperating with their daily newspapers.

Last fall, having a landscape department to keep busy, I had an advertising agency prepare six pages of copy written with the idea of making my home town more beautiful. The results, I believe will interest you. First, the Oettinger Lumber Company phoned for a price on a thousand roses to be given away, free of charge, to any citizen on a certain day. They derived so much publicity from the event, that they will make it an annual affair. The North Carolina Public Service Company followed suit with another thousand, and Proximity Mills sold five hundred at cost to their employees.

The Civitan club held a special meeting with the City Council as guests, asking them for an all time Park Superintendent—Request granted.

High Point, a near-by town at the annual Ladies night banquet of the Kiwanis Club asked my firm to furnish the speaker for the evening, also to name a shrub that would be distinctive for their town.

Thomasville, another town, held a combined civic club banquet for the purpose of making their city attractive.

Civic clubs in nine other towns asked for a lecture on landscape gardening.

We increased our sales several thousand dollars, but the biggest benefit derived was editorial space that money can't buy. I want to illustrate their cooperation in my section by reading to you a letter received from one of my state papers:

#### THE CHARLOTTE OBSERVER

Charlotte, N. C.

Mr. W. C. Daniels,

J. Van Lindley Nursery Co.,  
Greensboro, N. C.

March 13, 1924.

My Dear Mr. Daniels:

If you were called upon to get up and make a speech about your line to an audience of 10,000 people you would very likely become shaky in the knees, but I am pretty certain that you would not let this kind of an opportunity slip by without getting on your feet and saying something about the quality of the goods you are making.

There is not a minister in North Carolina who has ever, at one time in his life, preached to as many as 25,000 people. I doubt very much if the Governor of the state ever addressed an audience so large.

If your banker met you on the street and asked you to tell him something about the line of goods you are turning out, I absolutely know that you would appreciate the opportunity so much that you would very likely consume half an hour in giving him all details, for if you could get a banker to boost your line it would help a whole lot.

Every week for months and months, we have taken a lot of time and gone to a lot of trouble in begging you to give us material that we could put in the Charlotte Observer about your product. Such a news story would go to 35,000 paid readers. Among these 35,000 are hundreds of bankers, hundreds of merchants, and all other classes. If you tried to talk five minutes to each of these people you could hardly have finished the job when a year was up.

Don't you believe that ten or fifteen minutes of your time each week, given to the preparation of a short, snappy statement about your product and how it is going, would be worth while when you remember that such a statement will go out to the biggest audience ever addressed by any man in the state?

We can't help you unless you help us. How about it?

Yours truly,

J. C. PATTON, Editor.

#### MADE-IN-CAROLINA DEPARTMENT

If nurserymen in every community would advertise in their home paper, they would then print anything we give them, for we have a product they want to write about.

For every problem there is a solution. Cooperative advertising in Country Life, House and Garden, Garden Magazine, would not solve my problem, for I would like to reach, for instance the

80,889 mill villages and thousands of other small Southern homes. One page in any issue of the Saturday Evening Post would wipe out our entire year's appropriation.

As usual 1923 publicity in our Association was late getting started. It was late August before I had a conference with Mr. F. F. Rockwell and outlined the following plan:

A—Three issues of the Booster—to be mailed to complete list of nurserymen, about 5000, with the idea of trying to get new members interested. One issue in September; a second for New Year—with a New Year's message; a third in advance of the June convention.

B—Continue newspaper articles, with effort to increase list, by getting new names from individuals and from sectional and state associations.

Also to increase use of articles by supplying mat cuts with some of them.

C—Continue booklets; adding three new ones to those already issued.

1. "How to Plant 'Em So They Will Live."

2. "Small Fruits for Farm and Home."

3. "Success with the Things You Plant."

(Pruning, Spraying, Cultivation, etc.)

Also to handle the Hillborn book.

D—A monthly letter to members of the Association keeping them informed concerning work being carried on; and giving suggestions on selling; offering cuts; and other advertising helps.

E—The addition of a set of lantern slides on Tree Fruits and Small Fruits; and if there are funds available a second set on landscaping the home place.

F—As wide an introduction as possible of the School Essay Prize Contest Plan, to the extent which the funds available will make possible.

G—Along with the above, we will endeavor in every way possible to push the membership campaign, as we did last year.

H—Four Radio articles.

\$6500 for Association publicity, which has been well spent by Mr. Rockwell reminds me of a recent visit to my dentist.—While there I touched my tongue to a cavity that seemed as large as my thumb, but in reality it was no larger than a pencil point.

Our appropriation of \$6500 for publicity appears to many of our members as large as that cavity felt. O! for a naught to our 6500.

#### FIRMS REGISTERING AT THE CONVENTION

Adams County Nursery, Aspers, Pa.

Geo. D. Aiken, Putney, Vt.

Andorra Nurseries, Chestnut Hill, Philadelphia, Pa.

American Forestry Co., Framingham Centre, Mass.

American Fruits Pub. Co., Rochester, N. Y.

Audubon Nursery, Wilmington, N. C.

Augustine & Co., Normal, Illinois.

Bert Baker, Hoosick Falls, N. Y.

Barnes Nurseries, College Hill, Cincinnati, Ohio.

The Berryhill Nursery, Springfield, Ohio.

The Barnes Bros. Nursery Co., Yalesville, Conn.

Bay State Nurseries, No. Abington, Mass.

Bobbink & Atkins, Rutherford, N. J.

Bound Brook Nurseries, Bound Brook, N. J.

Breck Robinson Nursery Co., Lexington, Mass.

Peter Bohlender & Sons, Tippecanoe City, Ohio.

Bryant's Nurseries, Princeton, Illinois.

Buntings' Nurseries, Selbyville, Delaware.

Burns City Nurseries, Burns City, Indiana.

C. R. Burr & Son, Manchester, Conn.

California Nursery Co., Niles, Calif.

Canterbury Nurseries, Easton, Md.

M. L. Carr's Sons, Yellow Springs, Ohio.

Central Illinois Nursery, Normal, Ill.

The Benj. Chase Co., Derry Village, N. H.

H. J. Champion & Son, Perry, Ohio.

Chase Bros. Co., Rochester, N. Y.

Chase Nursery Co., Chase, Alabama.

Clinton Falls Nursery Co., Owatonna, Minn.

The Clyde Nursery Co., Clyde, Ohio.

The Cole Nursery Co., Painesville, Ohio.

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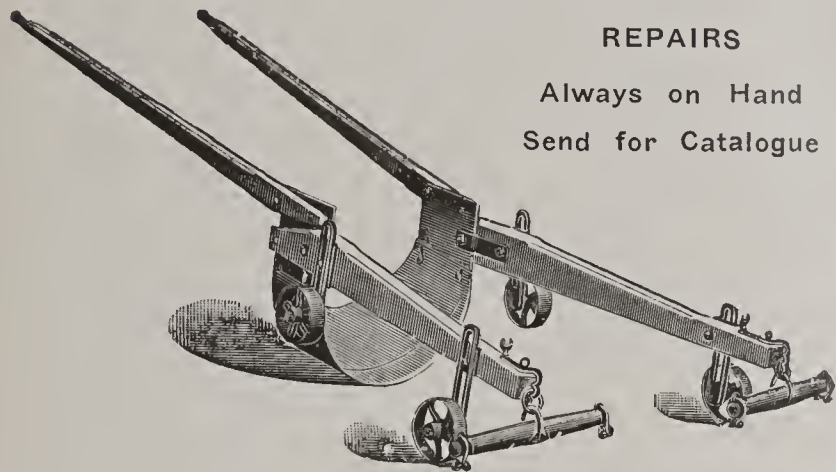
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Blackberries	Hardwood Cuttings	Althea Seedling
Elderberries	Iris	Calycanthus Seedling
Currants	Mulberries	Hydrangean P. G. Layers
Gooseberries	Sage	Russian Olive Seedlings
	Horseradish	

W. N. SCARFF & SONS  
NEW CARLISLE - OHIO

### EUROPEAN SYCAMORE, SILVER MAPLE

And Other Shade Trees in All Sizes

A Fine Lot of

### CALIFORNIA PRIVET

12-18 in. and 18-24 in.

And Hardy Shrubs of All Kinds

Also a Limited Supply of Fruit Trees and  
Small Fruit Plants

**T. B. WEST & SONS**

Maple Bend Nursery Perry, Ohio

### CHARLES DETRICHE & SON NURSERIES

HENRI DETRICHE, Successor

ANGERS, FRANCE

Growers and Exporters of Fruit Tree Stocks,  
Forest Tree Seedlings, Rose Stocks, Shrubs and  
Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

**JACKSON AND PERKINS COMPANY,**  
(Sole Agents)

NEWARK - NEW YORK

Native Broad-leaved

### EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains, including: *Kalmias*,  
*Rhododendrons*, *Leiophyllums*, *Andromedas*, *Tsugas*,  
*Azaleas*, *Corylus*, *Oxydendron*, *Zanthorhiza*, *Ampelopsis*,  
*Lonicera*, *Shortia*, *Iris*, *Liliums Stenanthium*.

Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**

Avery County North Carolina

#### TREES

Largest assortment in New Eng-  
land. Evergreens, deciduous trees,  
both common and rarer varieties.  
Sturdy, choice stock that can be  
depended upon. Send for catalog  
and special trade prices.

### The Bay State Nurseries

North Abington  
Mass.

#### SHRUBS

This New England soil and cli-  
mate produce fine sturdy shrubs.  
Special trade prices. By the thous-  
ands, hardy Native and Hybrid Rho-  
dodendrons—transplanted and accli-  
mated. Send your lists let us est.



# Y E S

We Still Have a  
Large Stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Rhododendron Carolini-  
anum and Azalea  
Kaempferi.

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**FRAMINGHAM NURSERIES**

**Framingham, Mass.**

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

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**American Steel Band Co.,**

888 Progress Street,

PITTSBURGH, PA

# L. R. TAYLOR & SONS

TOPEKA - - - KANSAS

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*We Offer for Spring, 1924:*

**Apple Trees (1 and 2-year)**

**Peach Trees**

**Cherry Trees**

**Plum Trees**

**Apple Seedlings**

**Apple Grafts**

**White Elm Trees, all sizes**

# SIMPSON

is the name of the men who grow the finest

## C H E R R Y

that can be produced by suitable soil, climate  
and expert knowledge.

Take a look at the stock or ask for a sample  
and be convinced of the extra quality of their

## T R E E S

PEACH

ST. PEAR

APPLE—1 year, 2 year and 3 year

AMERICANA PLUM ON PLUM

COMPASS CHERRY ON PLUM

*Only one car load of two-year stock to offer.*

*One year blocks promise to make up fine. Leading  
commercial varieties.*

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**KNOX NURSERY and ORCHARD CO.**

VINCENNES, INDIANA



# Place Your Orders Early For "Harrison Grown" Trees and Plants

Fruit trees, evergreen and shade trees and shrubs. For over thirty-five years our output has increased from year to year until now we grow more fruit trees than any firm in the world, and our nursery acreage is the largest in America. Our growth is due to our well-grown stock and fair dealing with our customers.

## FRUIT TREES

We can fill any sized order for Fruit Trees in the varieties here listed, at as reasonable prices as can be found anywhere. Quantity production has enabled us to keep the cost of growing to the lowest possible figure.

No better trees are produced in any nursery, for we have a long growing season, a well fertilized and abundantly watered soil that makes them grow straight, tall, with broad tops and a good root system.

### APPLE TREES—Two-year Budded

Baldwin	Rome Beauty
Grimes' Golden	York Imperial
McIntosh	Williams' Early Red
Yellow Transparent	

### One-year Budded—All Grades

Baldwin	Nero
Ben Davis	Paragon
Duchess	R. I. Greening
Delicious	Rome Beauty
Gano	Stayman's Winesap
Grimes' Golden	Wealthy
Hyslop (Crab)	Williams' Early Red
Jonathan	Winesap
Livland Raspberry	Yellow Transparent
Maiden Blush	Yellow Newtown
McIntosh	(Albamarle Pippin)
York Imperial	

### PEACH TREES

#### One-year Budded—All Grades

Belle of Georgia	Greensboro
Brackett	Hiley
Champion	J. H. Hale
Carman	Krummel's
Crawford's Late	Mamie Ross
Elberta	Ray
Early Wheeler (Red-bird Cling)	Rochester
Early Elberta	Salway
Fox	Slappey
Francis	Weaver
	White Heath Cling

### PEAR TREES—Two-year Budded

Kieffer

#### One-year Budded

Anjou	Kieffer
Bartlett	LeConte
Clapp's Favorite	Lawrence
Duchess	Seckel

### DWARF PEAR TREES—One-Year Budded

Duchess

### QUINCE—One-year Budded

Champion	Orange
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### CHERRY TREES—Two-year Budded

Montmorency	Early Rihmond
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#### One-year Budded

Early Richmond	English Morello
Montmorency	

### PLUM TREES

#### Two-year Budded on Plum

Abundance	Burbank
Red June	

#### One-year Budded on Plum

Abundance	Italian Prune
Burbank	Red June
Bradshaw	Shropshire Damson

#### One-year Budded on Peach

Abundance	Burbank
Red June	

### APRICOT TREES—One-year Budded

Alexander	Moorpark
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### GRAPE VINES—Two-year

Concord	Moore's Early
Niagara	

#### One-year

Concord	Moore's Early
Delaware	Niagara

### CURRENT—One-year

Red Cross	Wilder
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## RASPBERRIES

Cuthbert  
St. Regis

## BLACKBERRIES

Blower's	Iceberg
Eldorado	Lawton
Early Harvest	Mersereau
French Lawton	Snyder

## DEWBERRY

Lucretia

### ASPARAGUS—Three-year Roots

Conover's Colossal Palmetto

#### Two-year Roots

Barr's Mammoth	Giant Argenteuil
Conover's Colossal	Palmetto

#### One-year Roots

Barr's Mammoth	Palmetto
Conover's Colossal	Washington
Giant Argenteuil	

## See Our Next

## Month's Adv. For

## Complete List of

## Harrison Grown

## Shade Trees

## LARGE EVERGREENS

Sizes 6 to 14 feet

Cedar, Red	Arborvitae, American
Fir, Cephalonian	Arborvitae, Chinese
Pine, Austrian	Retinispora plumosa
Pine, Scotch	anrea
Spruce, Norway	Retinispora squarrosa
	Veitchii

We have an assorted list of choice Evergreens in sizes as follows:

6-in.	18-in.
8-in.	24-in.
12-in.	

### BOXWOOD

12-in.	30-in.
18-in.	36-in.
24-in.	

BUSH ARBUTUS (Abelia grandiflora)  
18-24-in.

## FLOWERING SHRUBS

Sizes 2-3 ft. to 4-5 ft.

Aralia pentaphylla
Carolina Allspice (Calycanthus floridus)
Deutzia, Double White (Deutzia crenata candidissima)

Deutzia, Dwarf (D. gracilis)

Deutzia, Pride of Rochester

Dogwood, White-flowering (Cornus florida)

Dogwood, Red-branched (C. sibirica)

Golden Bell, Drooping (Forsythia suspensa)

Golden Bell, Dark Green, (F. viridissima)

Golden Bell, Fortune's (F. Fortunei)

Golden Bell, Hybrid (F. intermedia)

Honeysuckle (Lonicera grandiflora rosea)

Honeysuckle (Lonicera grandiflora rosea)

Honeysuckle, Fragrant (L. fragrantissima)

Honeysuckle, Japanese Bush, (L. Morrowii)

Honeysuckle, Tartarian (L. tatarica)

Hydrangea, Large-flowering (Hydrangea paniculata grandiflora)

Hydrangea, Hills of Snow (H. arborescens grandiflora)

Hydrangea, Mme. E. Mouillere

Hydrangea, Thomas Hogg

Indian Currant (Symphoricarpos vulgaris)

Indigo, False (Amorpha fruticosa)

Japanese Quince (Cydonia japonica)

Lilac, Common Purple

Lilac, Common White

Lilac, Ludwig Spaeth

Lilac, Mme. Lemoine

Lilac, Mme. Legraye

Lilac, President Grevy

Mock Orange (Philadelphus speciosus)

Mock Orange, Garland (P. coronarius)

Mock Orange, Large-flowered (P. grandiflorus)

Peach, Double-flowering Crimson

Peach, Pink-flowering

Peach, Red-flowering

Pepper Bush (Clethra alnifolia)

Plum, Purple (Prunus pissardii)

Rose of Sharon (Althea frutex; Hibiscus syriacus)

Double Pink

Double Red

Double White

Scotch Broom (Genista scoparia)

Snowball, Old-fashioned (Viburnum opulus sterile)

Snowball, Single Japanese (V. tomentosum)

Snowberry (Symphoricarpos racemosus)

Spirea, Anthony Waterer

Spirea, Golden

Spiraea Thunbergii

Spiraea Vanhouttei

Sweet-scented Shrub

Tamarisk, African (Tamarix africana)

Weigela rosea

## CALIFORNIA PRIVET

### One-year

6-8 in.

8-12 in.

12-18 in.

18-24 in.

2-3 ft.

5-6 ft.

## IBOTA PRIVET

## BARBERRY (Berberis Thunbergii)

### One-year

6-8 in., extra strong

8-12 in., extra strong

1-1½ ft., extra strong

1½-2 ft., extra strong

2-3 ft., extra strong

Two-year, extra strong, heavily branched. Large fibrous root system.

1½-2 ft.

2-3 ft.

3-4 ft.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



AUGUST 1924

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

*E. S. WELCH, PRES.*

**SHENANDOAH, IOWA.**

Forty-nine years in the wholesale nursery business have made the Mount Arbor Nurseries nationally known.

### OUR SPECIALTY

A large and complete line of general nursery stock for the wholesale trade including:

FRUIT TREES, SMALL FRUITS  
ORNAMENTALS, ROSES, PERENNIALS  
PRIVET, AMOOR RIVER NORTH  
FRUIT TREE STOCKS  
French and American Grown

Submit us your complete list of wants, and we will be glad to give you the benefit of our best prices. Fall trade list issued early in September.

## BUNTING'S NURSERIES

Specialize in growing the following stock for the wholesale trade. Can do items listed below in Car lots or less. Complete list of varieties.

PEACH TREES  
APPLE TREES  
PEAR TREES  
GRAPE VINES  
1 and 2 yr.  
ASPARAGUS ROOTS  
1 and 2 yr.

STRAWBERRY PLANTS  
CALIFORNIA PRIVET  
BARBERRY THUNBERGII  
FLOWERING SHRUBS  
ROSES  
EVERGREENS  
ETC.

*Represented at the Convention by C. A. BUNTING*

## BUNTINGS' NURSERIES

G. E. Bunting & Sons, Proprietors

Selbyville : Delaware

## GET READY

NOW TO CHECK OUR BULLETIN NO. 1, OUT IN SEPTEMBER. IT WILL SAVE YOU MONEY, AND COVERS A COMPLETE LINE OF STOCK.

EVERGREENS.

ORNAMENTAL SHRUBS, short crop.

BARBERRY THUNBERGII, by the earload.  
as well as

CALIFORNIA PRIVET.

BABY RAMBLERS, best block we ever grew.

H. P. ROSES, many varieties and well branched.

BARBERRY THUNBERGII SEEDLINGS, our climate, our soil, and special care produce the best seedlings in the country.

BARBERRY THUNBERGII, 2 yr. not transplanted. Special price.

FOREIGN FRUIT TREE SEEDLINGS AND ROSE STOCKS. Quoted at Manchester. Seedlings that are right.

GROWN, GRADED, and HANDLED on a QUALITY plus SERVICE basis.



**C. R. BURR & COMPANY, Inc.**

GENERAL NURSERYMEN

**MANCHESTER : CONN.**

We do not sell at wholesale to retail buyers.



*The Preferred Stock*

## Jackson & Perkins Company

*In its Fifty-First Year*

A half century of service to the Trade in the field of floriculture and horticulture! Fifty years of original and consistent work—fifty years of square dealing and conscientious service—have won for us a high standing with the trade.

During this half century our business has steadily increased and the good will we have built shows a corresponding growth.

Fifty years of progress—fifty years of constructive development—has a significance to you!

If you are not familiar with J & P "Preferred Stock" write for details today.

Anticipate your Fall requirements now and send in your reservation.

*Rosegrowers and Nurserymen*

## Jackson & Perkins Company

*Wholesale Only*  
Newark, New York.

# BAMBOO CANE STAKES

For staking outside stock there's nothing more durable than well seasoned BAMBOO—we offer them in bale lots only in all of the best sizes and types:

### DOMESTIC

NATURAL 5-6 ft. 1000 per bale  
NATURAL 6-9 ft. 800 per bale  
NATURAL 9-12 ft. 200 per bale  
Heavy at butt, tapering to thin ends.

### CHINESE TONKINS

NATURAL 46 inches 1-2 to 5-8 inch diam. 500 per bale,  
Uniform thickness. Natural polish.

### JAPANESE

NATURAL 6 ft. 2000 per bale.  
Pencil thickness, cut into desired lengths. Also dyed green in 6 sizes.

Immediate shipment—F. O. B. cars New York. Write for list.

**McHutchison & Co.,** 95 Chambers St.  
New York City

## AS OTHERS SEE US

Tenn., December 24, 1923.

"Will say that the quality of the seedlings (25,000 apple, No. 1) received is absolutely fine. We are highly pleased with this stock."

Mass., April 1, 1924.

"The stock looks first class in every respect."

Ohio, April 7, 1924.

"The shipment of Maple has just arrived. They are in good shape and we are well pleased with them."

Ontario, April 25, 1924.

"We received the stock all O. K. Found it in good condition and very satisfactory. A very fine grade of stock."

Tenn., April 28, 1924.

"We are greatly pleased with the seedlings we bought from you."

### Write Us Your Wants In

APPLE	FRENCH PEAR
MAZZARD	PYRUS USSURIENSIS (Blight resistant)
MYRO	PYRUS CALLERYANA (Blight resistant)
QUINCE	

### Also

2 YR. APPLE  
2 YR. BARTLETT, BOSCH, KEIFFER, ETC.  
1 YR. MONTMORENCY, SCHMIDT'S  
BIGGAREAU, ETC.  
1 YR. PEACH  
1 YR. PLUM



Address Box 2-1

**WASHINGTON NURSERY CO.**  
Toppenish, Wash.

In the famous Yakima Valley

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

### COLLECTORS OF TREE SEEDS

THE

**North-Eastern Forestry Co.**

**CHESHIRE**

...Connecticut...



# PAINESVILLE NURSERIES

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We usually illustrate here something we want to sell.

This time we leave a blank for you to mentally fill in the thing you want to buy.

Sure we have it, that's what our 1200 acres are for and wonderful growing weather too.

You must name the picture, say how many, agree to price and leave the rest to us.

Thank you.

## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES



## J. H. SKINNER & CO.

Topeka

Kansas

*We Offer*

Apple, Cherry, Peach, Plum  
and Kieffer Pear Trees

Apple Seedlings

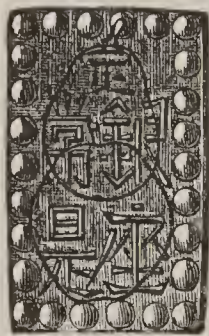
Japan Pear Seedlings

Forest Tree Seedlings:

Black Locust

Honey Locust

Catalpa Speciosa



Let Us Talk to You About  
Furnishing Your Wants  
For FALL 1924 in

FRUIT TREES

ROSES

HEDGE PLANTS

ORNAMENTAL SHRUBS

and

EVERGREENS

*Good Variety List, and Excellent Stock  
Trade List Ready August 15th*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,

HUNTSVILLE, ALA.

1872—1924

## THE ACORN

It's a monthly booklet that we print and distribute in the interest of good printing.

The June issue was a special number for Nurserymen. It had 16 pages of reading matter about Catalogues and printed matter to help sell trees and plants; and 8 pages of pictures to show how effectively plain and colored illustrations can be used.

We have had so many requests for copies that we are printing a second edition.

If you have not yet received a copy and think you might be interested in it, we shall be glad to mail one on request. Some of our friends have written us about it in very complimentary terms.

THE DU BOIS PRESS

*Horticultural Color Printers*

ROCHESTER, NEW YORK



## BRIDGEPORT NURSERIES

Largest in Indiana

Offer in Car Load Lots

PEACH

CHERRY

1 and 2 year.

APPLE

1 and 2 year.

NORWAY MAPLE

2 1/4 inch and up

SUGAR MAPLE

1 1/2 inch and up

*These Are Our Own Growing at Bridgeport  
And Are Sure to Please*

*Also a General Line of Other Stock, Including  
a Large List of Perennials*



C. M. Hobbs & Sons

BRIDGEPORT, INDIANA



# The National Nurseryman.

FOR GROWER AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII

HATBORO, PENNA., AUGUST 1924

No. 8

## Some Experiences With Summer Planting

The old saying that there is nothing new under the sun is certainly applicable to this phase of summer planting. I do not profess to have been a discoverer nor even original but have gathered ideas and encouragement from others that have materially assisted in the successful completion of my methods. I do believe our practices are a little out of the oft trodden and hard worn paths of general nursery methods. Perhaps I am too enthusiastic, perhaps time has not proven all its deficiencies, or perhaps the great task of education of the public to plant "out of season" may prove that this innovation of summer planting has no future. Still after three years experimentation and observation I am still optimistic and if you will be patient with me for a few minutes I will tell of my experiences, my ideas and comments—all with limitations that shall be later mentioned.

I realize that some of our northern and eastern friends have practiced summer planting and successfully, using care and special preparation of plants intended for this purpose. Frankly I do not think that their methods can be successfully followed in the southern, central or western states. Our soils are different, our climate is different and the care given stock after planting is not quite equal to that given by prudent home owners of the general eastern section. If we had the cool nights, and the heavy dews that are more serviceable than southern showers we might succeed with your methods but with our hot winds, uncertain weather and heavy clay soils that are not as retentive of moisture as your alluvial and glacial formations, makes your practices doubtful. In periods of drought even in your favored sections with their friable soils I am dubious of your ability to consistently dig and plant every day during the summer months and get satisfactory results. Our method is a surer way. Simple and successful, slightly more expensive but service and results will pay the extra charge.

Here's how we are doing it. We plant all the subjects in WIRE BASKETS. These are made with mesh of either half or one inch so the roots could develop naturally too in the outside soil. It is a very simple way and with your practical training you can, I believe, immediately see the great possibilities of handling plants this way.

Our methods follow. With a breaking plow we open a wide furrow, usually necessary to make two trips to a row, bearing a little heavy on the beam to throw out a deep trench. The baskets are placed in the bottom of this, properly spaced and then you are ready for planting. In preparing your plants for this purpose you should prune the roots close, that is to fit inside the basket, as this en-

courages a quick and heavy development of fibrous roots just within which later serves to hold the soil intact and also develops a mass of roots or contact with your soil in transplanting. After this root pruning, plant in these baskets just as you would in any dug hole and cultivate just as any other nursery planting. In the case of evergreens or other subjects that are transferred into the basket with balls of soil, perhaps on some of your sandy types you might have to line your basket temporarily with paper, burlap, straw, moss or something to prevent the soil from sifting out while doing this initial moving of the basket, but after a season's or year's growing in the basket you will find that your newly developed roots will hold the soil so firmly that burlapping will not be necessary if carefully handled. In either case you can prepare a great many plants during a day and the cost will be astonishingly low if you systematize your planting operation.

Now for some of the results. This makes it possible to move subjects of all kinds at any time during the summer. We can show you jobs completely planted with shrubs in full blossom, full leaf and without failures. We do not confine our planting to those subjects that are easy to grow. Besides the ordinary shrubs we use sparse root makers like *Loniceras*, *Abelia*, *Mahonia*, *Junipers*, *Retinispora* and conifers. Several of our co-operating friends have used these to plant clumps of perennials, like *Peonies*, *Shasta Daisies*, etc., and uniformly good results are obtained. We shipped plants in baskets into a number of states. Several of you here received them. We have sent several thousand of these into the South. Paul Lindley, Chases, Ollie Fraser, Boyd Bros. will tell you they are successful. I am indebted to my good friend, Mr. A. T. DeLaMare of the Florist Exchange through whose kindness and co-operation I obtained the names of quite a few persons interested in the trial of the baskets. I have in my files interesting letters from California, New York, Pennsylvania, Connecticut, Wisconsin, Illinois, Ohio, New Jersey, Massachusetts, Minnesota, as well as the southern ones mentioned before from men who have tried this scheme and it works. Some of these replies are from theory and the most valuable from actual trial.

There are three things that limit the possibilities of these baskets for summer planting. First, it is not practical to use on extra large plants. Second, it is primarily a local institution designed for extensive use only by the local retailer (though we have shipped several successful plantings but the packing cost on deciduous shrubs is too great). Third, it is only practical where containers can be had at a nominal cost. May I make other comments



here. It seems to me the ornamental nursery business is rapidly becoming a local institution. I don't predict that we will see the passing of our great nurseries with their nationwide clientele. But I do believe the public is buying nursery stock closer to home where it can be inspected before planting and where it can be planted by the nurseryman himself or at least handled fresh dug. Our patrons are demanding a planting service just as we are demanding a similar service with many things we buy, and as retailers we have in this day of the automobile that expensive and time consuming job of personal contact and service during the very limited period we now handle our products. I am just repeating your own story perhaps when I recall a day during the planting season. A home owner of moderate means drives to your place and immediately you are obligated to show him all the courtesies due a prospective patron. His planting problem is unfolded and you go over with him the many necessary details before suggesting what he should use at his doorstep, in the border or on the lawn. You figure and plan his requirements and then give the estimate. It is mighty expensive. Then he wants to know what he is going to get for his money. The conifers you can show him with a degree of satisfaction and after inquiry as to their health, happiness, size, age and well being you turn to your deciduous stock. If your patron is just the average and you are not adept at description and even if you are, it is mighty difficult to explain to him the beauty of the bell-shaped, bluish tinted flowers and the glossy foliage of the Abelia or that great pendulous sprays of white blossoms will cover the Van Houttei and so on through your planting list. In the dormant state your plants don't seem quite equal to such descriptions. You will perhaps sell your patron, but it has consumed a lot of time and the most valuable time the nurseryman has, too, for did you ever stop to think that of all the agricultural occupations that the nursery business is the only one in which the proverbial "seed time and harvest" come at the same time? In other words, when it is time for you to plant your lining out stock your patron must also have your finished product. That is why time during this period is so valuable to the nurseryman and I sometimes doubt if we get prices remunerative of the knowledge, material and time necessary in handling our products. But in the busy time the steady stream of patrons is consuming your time and the time of your very best employees. If you solicit him at his door similar time is taken. Then, too, you are handicapped when the Forsythias and Magnolias bid welcome to spring, or when the Spireas are in their glory or the Weigelas are in full bloom your patron wants them. You know with storage stock you can only lengthen the season but very little and field plants will get back so badly, unless extra care is taken and some time it is not worth the effort. Or what can we do now with the man that comes with his newly finished house and graded lawn too late to catch the regular planting season? The season is always too short. We hurry through, doing our best, sometimes not giving every attention to the selection of plants for our patron's requirements. We sometimes book more than the planting season with its adverse weather conditions permits completion or in other words we simply do the best we can and finally gamble on the results to be satisfactory. This summer planting

idea eliminates a great many of these worries. You have more time later to give him that personal attention and inspection of his property that is justly due him. You can show him plants not dormant but growing, chuck full of leaves and blossoms with everything to see in an instant that eliminates any of the doubt or misgiving that may have existed when he examined your dormant shrubs.

These are some advantages of using plants in wire baskets. You can make nursery sales all during the summer months right in line with your business.

Self-satisfied customers, they do the selecting (or you imagine they do).

No replacing, as plants are just as sure to grow as a florist's potted plants.

Opportunity to replace failures on dormant plantings.

Ability to clean up surplus or cellared stock.

Personal attention not possible during the now very busy season.

Ability to keep a planting or landscape service intact and busy the entire year.

Larger local or automobile trade, saves shipping, delivery and packing.

Advanced prices willingly paid, consequently more profits.

Immediate sales, some persons forget between blooming and planting time.

Ability to dispose of precocious plants that ordinarily advance too far to sell along with general nursery stock.

Opportunity to insure growth on some of the difficult or rare subjects like Cedrus deodora, Chinese Magnolia, Japanese Maple, etc.

Easier than planting, shading, watering or handling stock in tubs, boxes or pots and better results are attained.

Partial plantings of grounds may be done and finished later during the dormant period.

All classes of plants may be used, insuring fairly complete job at any time.

No hazard or loss, the plants may be retained several years.

Temporary planting may be made, later removed with no loss.

One Californian said it was the only thing he had been able to get to keep the gophers from destroying his plants. One Southerner was assured of having muzzles for his mules always in supply.

Invaluable for exhibition purposes at flower shows, county fairs, etc.

There is practically no wilting of plants and one good soaking with water insures growth.

Plants will grow off much more rapidly in the warm soil.

Basketed plants will double the first year's growth of naked root or even balled and burlapped plants for the root system is left intact.

The undisturbed root system with liberal ball of earth insures growth of plants when transplanted in poor soil.

Easy sales, the plants seem larger because they are full of leaf, fill the eye, need no description, one of these things that has made evergreen easy to sell notwithstanding their price.

Gives nurserymen an opportunity to encourage "field days" when patrons can choose their plants and take them home.



In emergencies plants can stay out of the soil under protection for several days and transplant alright.

The baskets will last a long time, apparently, as these have been in use for two years and still good.

Digging very simple, very much easier than digging stock for balling and burlapping. Ordinary spading forks will usually lift out a plant quickly.

All varieties of plants may be used, deciduous and coniferous, perennial and woody plants have all been successfully handled.

Burlapping these baskets is not necessary if they are handled locally. Exposure of a few hours to the sun has had practically no detrimental effect. Usual planting prudence will give satisfaction.

The actual expense of planting will hardly exceed four or five cents, containers not included and the filled space need not be more than given under ordinary outdoor growing conditions.

The item in which you are now most interested is in the cost of the basket. These last ones cost us about eighteen cents. We have done a lot of experimenting, changing shape, material, etc., and this no doubt has added to the overhead and actual expenses of the manufacturer which has been taken up in his charge to us. These were made in ten thousand lots but if the use of baskets increases to the extent where quantity productions may be had the price will drop materially. I judge that in hundred thousand lots the baskets could be profitably made at 10c, which is less than price of clay pots in medium sizes. Like pots, with the baskets you too have some opportunity of saving a fair percent for use over again. At any rate the idea is sound, it is successful and with sufficient interest and usage this summer planting by the retail nurseryman may soon be really made worth while.

Time does not permit my telling you of all the experiences of the past few years, but I hope I have interested some of you in this idea. We have not launched heavily into this newer practice but have made a very profitable side line of it. We have made profitable sales on stock handled in this way. Our assortments have not been quite complete enough to do a great deal of landscape work but now that we are out of the experimental stage we will be in position to make this even more extensive. I have no misgivings but that this summer planting may be profitably practiced in a number of local nurseries in the country.

In closing I would say this to the skeptical—"Be iconoclasts," break the idols that you and your forebears have so long worshipped, not exactly in vain but follow the progress of the time which I hope may lead you to even greater prosperity. Summer planting may not be a panacea for all the nursery troubles and ills but perhaps it may be a "manna" falling in the great financial wilderness that exists with the nursery business from May to October.

#### REMOVES BAN ON CUT FLOWERS FROM CANADA

Lifting of the Federal ban on bringing in cut flowers from Canada is announced by the Federal Horticultural Board, United States Department of Agriculture, effective July 1. This action is in line with the board's policy of

avoiding unnecessary restrictions on international trade in its enforcement of the Federal quarantines. Cut flowers may now be brought in from Canada free of any restrictions whatever when free from sand, soil, or earth.

Experience during the last few years, it is said, indicates that the importations of cut flowers from Canada are rather limited and no risk of the introduction of injurious insect pests or dangerous plant diseases with them has been detected.

#### ANNUAL CONVENTION OF AMERICAN ASSOCIATION OF NURSERYMEN

RITZ-CARLTON HOTEL, ATLANTIC CITY, JUNE 25-27, 1924

Address, "Cost Finding," By C. Stuart Perkins

Gentlemen:

When I was asked to speak to you at this convention I had some of the feelings of a religious convert with a testimonial. Having been in the nursery trade myself, I could not help feeling as though I were telling on myself. Like the Scotchman—

##### SCOTCH STORY

I feel very sure, that all of you here, today, are in business for profit, or at least for the hope of such. I am going to try, then, to show you how you MAY be able to increase your profits.

There are only a few fundamental rules of profit making. The first is—charge a little bit more for your product than it ACTUALLY costs you. This is a very sure way of making a profit.

There is a catch to this, though. In order that this rule may function you MUST KNOW THE FACTS ABOUT YOUR BUSINESS. One way of losing that profit is to guess at the facts; guess at the market conditions; or guess at your costs.

Suppose we make an analysis to see just how much you know about your business.

1. Can you tell just what your AVERAGE production per acre is for Baby Ramblers, Ampelopsis, etc.?

2. Do you know whether you are getting the proper return from that nine acres up back of the big barn?

3. How many items of your list could you get on contract to better advantage than to grow them?

4. Which items of your list are being carried through on the profits of the others?

5. Are your salesmen's expenses, commissions and salaries bringing in the returns this investment should?

6. If you are a catalogue retailer, are you getting the proper return from your catalogue and from your other advertising?

I could go on questioning at great length, but what is more important is the answer. IF NOT WHY NOT?

BECAUSE YOU DO NOT KNOW THE FACTS OR IF YOU DO KNOW THEM YOU WON'T FACE THEM.

We had the pleasure of discussion of this subject last week with the American Seed Trade Association at Chicago. In their discussion of "Profit Making," one of their members mentioned a government report showing the yield of lettuce seed in Michigan as 600 pounds per acre. Of course, they were all amused. One member said it should be 400. A member from Detroit was consulted and his records showed 200. Who was right? Who had the facts?



Every time you guess you gamble.  
Every time you gamble you worry.  
Every time you worry you lose.

Modern business is not guessing, gambling or worrying. It is a science in which you must know all the rules and conditions and face them squarely to win.

I have heard many of you say "Our business is different." Of course it is. Every business is different but there are certain fundamental rules that govern them all.

You say your product is at the mercy of the weather. Is that any reason why you should not have all the facts before you?

Insurance companies take every conceivable risk and still keep in business. How long do you suppose they would last if they did not know the facts? Could they stay in business without an actuarial department to give them the average possibility of their risks? Does your insurance agent come around to you and say: "Bill, you haven't had a fire in ten years. Guess I'll reduce your premium."

What do YOU do? You have a good stand this year so you go around peddling your stuff in a contract for future delivery at a low price. What facts are you facing? None but what are directly before you, those of your last crop.

You say *your selling price is controlled by the market, supply and demand.*

Please tell me whose selling price isn't. You may think the large concerns that apparently control their markets have no competition. Suppose they do control their markets, can they put their prices up to any figure? As soon as their selling price becomes high enough it attracts competition from new small concerns. You know that yourself from experience with fence corner growers.

The best medium made to give the facts—**ACTUAL FACTS**—about your business is cost accounting.

Like the young man registered for the soldiers' draft, you have a choice.

#### DRAFT STORY

Your choice first is to each go to your local accountant and have him put in an individual system. The alternative is to employ a firm of experts in accounting to make a complete survey of your individual problems in each class of the nursery trade, wholesale, mail order, agency, etc. The accounting plan should be combined into a complete unified system. The individual installations would be made to include only the units needed.

The advantages of the Unified Plan are these:

1. When you discuss expenses, profits, etc., you talk a common language.

2. Where each member knows the facts it dulls the edge of the price cutter's knife. To be sure you cannot eliminate price cutting in any group of business men, but when you put the facts squarely up to a business man he at least thinks twice before he slashes his prices below cost.

3. The "little fellows" who do not install the association system are in the minority in volume of sales. They also either realize that the others know the facts and follow their lead as to prices, or else go out of business for lack of profits.

4. The Unified Plan is by far cheaper. With twenty-

five installations you save almost two-thirds of the cost of individual installations.

The benefits to the individual who is a member of the unified plan are these:

1. It gives him the facts about his business.

2. It cuts out or puts on a profitable basis present unprofitable lines.

3. It gives him just that much more guts to stand out for his legitimate profit and not cut prices.

Do you realize that you can ask anything reasonable from the consumer for nursery stock of known and absolute quality. Where you fall down is in the internal mechanism of producer to retailer. Each one of you know little or nothing of his costs to pass on to the next man plus a reasonable profit.

Let us tell you of a little association plan we just worked out. It is the association made up of private school teachers in the east. They could get any reasonable price they wanted for their services because they, like you, were, in a measure, artists. The trouble was they didn't know how much to ask. We gave them a unified accounting and cost system and now they know how much it costs them for their French Department, Boarding Pupil, Bus to Station, etc., and they get their proper profit.

Representatives of two hundred or more National Trade Associations met in New York last March to discuss the results and future plans for just this work. The U. S. Department of Commerce recommends that **EVERYONE** Keep their costs, and the American Bankers' Association is taking more confidence in firms with good general and cost accounting systems. The Banker is more sure of the facts about your business.

Last week the American Seed Trade Association accepted a proposition from us for a unified system for their association. If it can be applied to the seed trade, with its very diversified interests, it could be applied to the nursery trade.

No doubt some of you would like to ask some questions. I understand that Earl May wants to know why Jackson and Perkins Company does not have cost accounting. Do you know my father very well, Earl? To say he was from Missouri would be putting it mildly. Go and talk to him about it.

I shall be glad to answer any pertinent questions you may have in mind.

#### ALABAMA NOT TO QUARANTINE AGAINST ORIENTAL PEACH MOTHS

The Alabama State Board of Agriculture recently held a hearing at Tuscaloosa, Alabama, to consider an embargo or quarantine which they were contemplating placing on shipments of stock from the Oriental Peach Moth district. After a complete hearing and the presenting of a considerable amount of information gathered by correspondence and an interview with Dr. Headlee, in Atlantic City, they voted unanimously to take no such action, finding the moth now so widely spread that quarantine or embargo measures would be ineffective.



**We Sell**  
**TO THE TRADE ONLY**

APPLES: 2 yr. buds  
 PEAR: 2 yr. buds  
 CHERRY: 2 yr. buds  
 PLUM: 2 yr. buds  
 PRUNE: 2 yr. buds  
 GOOSEBERRY: Oregon Champion 1 yr.  
 CURRANT: A General assortment including Perfection 1 and 2 yr.  
 ROSES: Portland grown 2 yr. buds  
 CLEAN COAST GROWN SEEDLINGS:  
 Apple, Pear Mahaleb, Mazzard, Myrobolan and Norway Maple

Also a large assortment of general Nursery Stock including one year budded Fruit Trees,, Nut and Ornamental Trees, Shrubs, etc.

*Our soil and climate produce a fine system of fibrous roots, without irrigation.*

**Portland Wholesale Nursery Co.**  
971 SANDY BOULEVARD

**PORTLAND : : OREGON**

Summer is the nurseryman's visiting season.

Come see how we grow them.

Just off the Lincoln Highway at Kingston, N. J.



**Princeton Nurseries**

Princeton in New Jersey

August 1, 1924

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum  
 Cherry and Quince  
 Small Fruits  
 Ornamental Trees Shrubs  
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**W. & T. SMITH COMPANY**  
Geneva, N. Y.

77 Years

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Write for special prices

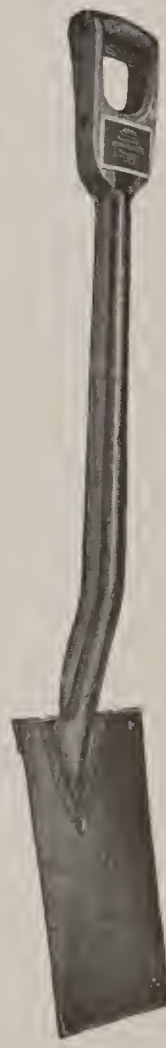
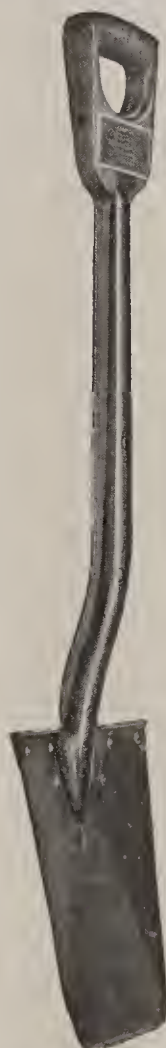
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EXTRA LONG STRAPS  
and

REINFORCED AT  
BEND OF HANDLE

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STRAP IS WELDED  
TO BLADE

*Made in Either Square  
or Round Point*



**T. ROWLAND'S SONS, INC.**  
Cheltenham -:- Penna.



# The National Nurseryman

Established 1893 by C. L. YATES. Incorporated 1902

Published monthly by

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Hatboro, Pa.

Editor .....ERNEST HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

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Advertising rates will be sent upon application. Advertisements  
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date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Easton, Md., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
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Hatboro, Pa., August 1924

**CAN THE A. A. N. BE MADE MORE VALUABLE TO ITS MEMBERS?** A very important factor in many of our large business corporations is the research or investigation department

whose duties are to try out new methods and plans, formulae, material, operation, etc., etc.

Under the supervision of a competent manager experts are constantly employed in studying the problems continually arising in the minds of the executives, or brought to their attention, thus freeing the officers for other duties. Only large corporations can afford such a costly department.

In some lines, research departments are carried on by trade organizations, local or national, and with opportunities for valuable results.

Is not this a line which should be considered by the A. A. N.? Are not all our members confronted by problems which cannot be answered except at an expense too large to be borne by the individual?

For example, every member would no doubt like to know more about fertilizers; whether commercial fertilizers can be substituted for barn-yard manure; what should be used and their comparative costs and results.

Many such questions cannot be answered hastily and our members are too busy with everyday activities to work out the answers as carefully and definitely as they should be, so continue to guess when perhaps the guess is all wrong.

Four or five years ago the Department of Agriculture started investigation to determine where in this country fruit tree seedlings and rose stocks could be successfully grown, to the end that foreign seedlings might be excluded. Could not a research department have handled the question more thoroughly and impartially than the Department of Agriculture and given us quicker and more trustworthy information?

What has been learned so far has come largely from

the enterprise and initiative of a few Pacific Coast nurserymen and not from the Department.

At every hearing before the Federal Horticultural Board the evidence has been mainly one sided—the scientific evidence almost entirely so—and our association has not been in a position properly to protect its interests.

Would the steel men, for example, submit to the ruling of a Federal Board based entirely on the judgment of that board that the ruling was necessary? On the contrary, they would know as much, or more, of every phase of the subject as the board would know.

It is expected that there will soon be a conference on the subject of Blister Rust quarantines. What real information has our committee on this subject? Should we rely, as we have done in the past, on the statements of the Federal Horticultural Board and other officials? Should we not know as much of the situation as they do, if we are to prevent action which may be unjust and unnecessary, although actuated by entirely honest but mistaken ideas?

Of course no one man knows all of any subject, but the right man knows how and where to get information and can judge as to its reliability and value, and can go farther with the investigation of many matters than a chairman of a committee who has but little time to devote to the work.

Some of our members are strongly impressed with the idea that a research or investigation department could be made a very valuable auxiliary to our association. Money would be required of course, but are there not opportunities for big results in return for the money expended?

What do you think about it?

## BABY RAMBLERS

At a meeting of the members of the Baby Rambler organization, which was held at the Ritz-Carlton Hotel in Atlantic City, New Jersey, the following officers were elected for the ensuing year: Miles W. Bryant, president; Edward Greening, vice president; Horton Bowden, secretary.

## OHIO STATE NURSERYMEN'S ASSOCIATION TO MEET

The Ohio State Nurserymen's Association will hold a two-day meeting at Cincinnati on August 20th and 21st.

At 11 o'clock of the first day they will meet at Garden View, 4400 Reading road, home of the W. A. Natrop Company, for a business session and luncheon. At 4 o'clock they will visit the Cincinnati Zoo, where a banquet will be given at six o'clock. In the evening there will be a concert.

Promptly at 9 o'clock on the morning of August 21st they will meet at Canal Boulevard near Race street and from that point tour to Mt. Airy Forest, Spring Grove Cemetery and many other points of interest along the hill tops. Mecklenberg's Garden will be the place for luncheon at 1 o'clock. Everyone will be sure to enjoy the boat ride to Coney Island on the Ohio River, leaving Mecklenberg Garden at 2.30 and returning that evening.



## APPLE SEEDLINGS

From the Famous Kaw Valley  
of Kansas

This fertile valley has produced the best apple seedlings for nearly a half century. We have been growing them for thirty-five years. Let us quote prices.

*You Will Be Interested in Our*

**Northern Grown Plum Seedlings  
Russian Mulberry Seedlings  
Rhubarb, One and Two-Year**

We have one of the most complete assortments in the middle West.

FALL BULLETIN out early in September. Is your name on our mailing list?

**A. WILLIS & CO.**

**Wholesale Nurserymen  
OTTAWA, KANSAS**

## DO YOU REALIZE!

*The Summer Is Going and the Time to Cover  
Up on Your Needs Is*

**NOW**

**We Offer**

**A Well-Balanced Line of  
FRUIT TREES — ORNAMENTAL TREES  
SHRUBS  
PERENNIALS AND ROSES**

**Also**

**A Nice Assortment of  
ONE-YEAR  
APPLE — PEAR — PLUM — CHERRY  
EXTRA FINE!**

*Yours For*

**Quality! Service! Integrity!**

**RICE BROTHERS CO.  
GENEVA, N. Y.**

## The Best Tree Digger on Earth



**Used and Recommended by Leading  
Nurserymen.**

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.  
LOUISIANA, MO.**

## R O S E S

*The best of the old!*

*The cream of the new!*

*Both budded and own roots!*

***The most complete rose list issued in the  
U. S. A.!***

Strong claims? Send for my wholesale rose list, just issued, for 1924-1925 and you will find even more than claimed. Accuracy in names, classifications, introducers, year of origin and best of all in descriptions.

European Novelties for 1923 almost complete and Alex Dickson's full set of 1924-1925 novelties are included. Every staple variety worth growing and a complete assortment in both budded and own root plants. All California field grown stock. High quality and reasonable prices.

Doesn't this sound like a list you ought to have? In fact can you afford to be without it or to buy until you have seen it?

*List is for the trade only. Strictly so. A copy will gladly be sent on request. Better "do it now"!*



**W. B. CLARKE**

**San Jose**

**California**





REPORT OF COMMITTEE ON NURSERY STOCK AND  
STORAGE INVESTIGATION TO THE 49TH ANNUAL  
CONVENTION OF THE AMERICAN ASSOCIATION  
OF NURSERYMEN AT ATLANTIC CITY,  
JUNE 23, 1924

Your committee is not in position to make such a report as the importance of the above subject demands. The individual members of the committee have each personally been making such observations and investigations throughout the past year as time and opportunity permitted. It has not, however, been possible for the committee, as such, to carry on any joint investigations of either common or cold-storage as applied to nursery stock.

Your chairman, following the meeting of the association at Chicago in June 1923, visited Washington and in company with Dr. Corbett and other members of his staff was shown through the Arlington station, where the government is carrying on cold-storage investigations in a splendidly equipped plant covering most of the fruits, root-crops and food products handled commercially in our country.

This cold-storage plant is well manned and splendidly equipped, not only with the most modern machinery, but also with splendidly devised recording controlling instruments so that a given article may be kept indefinitely at an absolutely controlled temperature under observation as often as desired to see the effect of the temperature, the humidity or any other conditions to which the product may be subjected.

Following the chairman's visit to the Arlington plant, and after considerable discussion with various nurserymen in line with our conversation with Dr. Corbett, we later wrote him for an expression as to what he believed it might be possible for the government to do for the nursery and plant interests of the country in line with the cold-storage experiments now being carried on with other products at the Arlington plant.

The committee has a brief, comprehensive letter from Dr. Corbett in this connection, which we feel sure will lead to a joint effort along above-suggested lines which will in due time be of enormous value to the nursery and plant industry of the country (this letter will be read if time permits and if you so desire).

In considering the storage of nursery stock, it is of course obvious to all that the very bulk of the nurserymen's product and its comparatively moderate value necessitates keeping storage and handling costs down to the minimum, consequently the industry must depend on common storage for most of the stock during the winter and earlier spring shipping period. However, our frequent late and short spring seasons crowd into a few weeks the handling of practically our entire season's output, necessitating working over time with a considerable percentage of inexperienced help and the consequent errors, delays, dissatisfactions and loss incident thereto. These conditions have for years forced to the attention of practical nurserymen the need of developing safe methods of storage which will permit the holding in a healthful and dormant condition until late in the spring, particularly those items so necessary in ornamental landscape planting, thus lengthening the season, increasing

sales and making for more successful results both to the nursery and planter. It is obvious that no nurseryman can alone carry on a sufficient series of tests and experiments to reach satisfactory conclusions for general dissemination. The nurserymen of the country have spent much money in storage buildings of various sorts, including in many cases artificial ventilation and occasionally cold-storage units. Each in his own locality has of course attempted to improve on previous methods and to profit by the experience of himself and others. Some progress has been made but the time is now at hand when the character and standing of our business and the increasing demand for a lengthened planting season and better service require that we so equip ourselves that we can store, pack and deliver our product with certainty and safety over a longer period than is now possible so as to enable us not only to increase the sale and improve the service to awaiting customers, but to add to our much-needed profits by reducing the enormous losses found every season in our brush piles.

Human nature is so constituted that a large number of potential customers fail to acquire the planting bug each spring until the season is far advanced. However, once the desire on their part to plant is aroused, it is a pity indeed to lose the opportunity of supplying the need.

As we see it the chief problems in storage would be about as follows:

*First*—Under the head of COMMON-STORAGE, upon which the great percentage of our stock must depend:

(a) It would seem wise to attempt to standardize on the general type or character of buildings for various localities.

(b) To determine as nearly as possible the average standard temperature which may, in a measure, be controlled and how controlled.

(c) Packing material used for various stock and how the stock may be best heeled or piled.

(d) The moisture content of packing material and best method of maintaining same.

(e) The average humidity of air best suited to the different nursery stock and how humidity is best maintained.

(f) Ventilation—natural or forced, and how.

*Second*—Similar investigations, under the head of COLD-STORAGE which, it may be assumed, are necessary and advisable for:

(a) That stock which tends to force out early in common-storage or heeling grounds.

(b) That stock which has a very well-sustained demand until late in the spring, particularly all ornamentals so necessary in the carrying out of landscape planting.

Of course in the cold-storage investigations there is the same necessity for checking carefully, the varying conditions of the stock and the character of stock, etc., as applies to the common-storage.

Dr. Voyelle, at the 1920 or 1921 convention of our association, gave a very interesting address in connection with storage, which is found in the report of that convention.

His experiments there mentioned opened a wide field of investigation as to the effect of cold-storage and temperature on plant life. Many nurserymen in an experimental way have made interesting and valuable discov-



## VINCENNES NURSERIES

### W. C. Reed & Son, Vincennes, Ind.

We are pleased to offer for Fall 1924

CHERRY, One Year Sours, 11-16 up  
 CHERRY, One Year Sours, 9-16 to 11-16  
 CHERRY, One Year Sours, 7-16 to 9-16  
 CHERRY, One Year, 2 to 3 ft.  
 SWEET CHERRY, One Year, 5-7 ft., 4-5 ft., and 3 to 4 ft.  
 CHERRY, 2 Year  
 CHERRY, Two Year, 11-16 up  
 PEACH, One Year, Leading Varieties  
 APPLE, One Year Buds

Largest Producers of Cherry Trees in the World  
 IMPORTED FRENCH PEAR AND CHERRY Seedlings,  
 get our prices

## EVERYTHING IN SEEDS, BULBS AND PLANTS AND ROOTED CUTTINGS

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## HILL'S EVERGREENS

### FOR LINING OUT

Complete assortment of Evergreens, including  
 Firs, Junipers, Spruces, Pines, Yews, Arbor Vitae,  
 Cedrus, Taxus, Boitas, etc. Also deciduous ornamental  
 trees and shrubs in wide variety. Your patronage  
 is appreciated.

WRITE FOR WHOLESALE TRADE LIST

THE D. HILL NURSERY CO., INC.

BOX 401

DUNDEE, ILLINOIS.



T. S. HUBBARD CO., Fredonia, N. Y.

Growers of Grape Vines and Small Fruit Plants  
 For Garden and Vineyard Planting

Established 1866

Send for Catalogue

# The Greening Nursery Company

MONROE : : MICH.

BORN 1850 — STILL GROWING

Are the Authorized American Representatives For

FRATELLI SGARAVATTI

Saonara, Italy

*Largest and Best Seedling Growers in Europe*

The Results We Have Had With Sgaravatti Seedling Stock Led Us To  
 Act As Their American Representatives. We Guarantee Lowest  
 Prices, Accurate Grading, Strong Root Systems and Best Quality

APPLE PEAR PLUM CHERRY  
 QUINCE RUGOSA and MANNETI

*Write For Prices*

*Address As Above*

THE GREENING NURSERY COMPANY



cries and observations along the same line.

It is the belief of your committee that the subject is so large and of such importance that a committee should be appointed at this convention to continue and enlarge the work of investigation. We therefore recommend:

1. That a strong committee be appointed to make a brief, comprehensive survey and report to Secretary Sizemore's office for dissemination in printed form to all the members of the association, such common-storage methods as have thus far been found successful under the varying climatic conditions in our country. This report to be made, if possible, before the winter season sets in so as to be of value to the membership for next season's work.

2. That the same committee immediately confer with Dr. Corbett and his staff to determine what additional equipment may be necessary at the Arlington, Virginia, plant to permit the carrying on of cold-storage experiments with nursery stock, ascertaining the estimated cost of such plant in five or more years' work along above lines, putting the association through its Legislative Committee behind an aggressive campaign for a congressional appropriation through the Agricultural Department for carrying on the above experiments.

Respectfully submitted,

F. A. WIGGINS,

WILLIAM FLEMER, JR.,

E. S. WELCH, *Committee.*

#### **\$100 IN GOLD OFFERED FOR SLOGAN TO MAKE NEWARK BETTER KNOWN**

The nursery industry of Newark, working with and through *The Courier*, offer a prize of one hundred dollars in gold for the best slogan to advertise Newark, New York, as the home of nursery stock. The competition is open to everyone, and any number of slogans may be submitted by one person. All slogans submitted must include "Newark, New York." The contest starts today, June 26, and ends Monday, Sept. 1, 1924. The judges of the contest are Mr. George Perkins, Mr. W. C. Burgess and Mr. H. B. Rogers. All slogans should be mailed to "Slogan Contest Editor, *The Courier*, Newark, N. Y."

It is a safe guess that few people, even residents of Newark, realize the volume of business transacted in nursery stock here, or the long reach of its selling efforts.

Starting in 1854, the nursery business has grown steadily until now nearly six thousand people are employed by Newark nurserymen in producing and selling. For the last ten years the sales have amounted to more than \$14,000,000, and Newark has come to be known throughout all the United States as one of the centers of the nursery business. Our country owes Newark a debt that could not be paid in dollars, for it is to Newark nurserymen that at least part of the credit is due for the beautiful streets, parks and homes to be found everywhere.

In early days nurserymen confined their selling efforts largely to orchardists. That is, to people who planted trees for profit. Now-a-days, due in a large degree, to the educational work of our nurserymen, home owners demand shrubs, hedges, roses and other ornamentals. They are not satisfied with merely building a house, they

insist that the setting of the house must be right. All this has resulted in an enormous increase in the demand for nursery stock, and it has greatly broadened the business of the nurserymen. At the first only fruit growers were prospective customers—now practically every family with a dooryard is a prospect. Fruit trees no longer head the list in volume of sales—the home flowers have taken first place.

The work of informing and educating the people, conducted by Newark nurserymen involves such things as the Radio Nursery Talks, given from KDKA, East Pittsburgh, Pa., and the sending out of more than two million pieces of mail annually.

It is the plan of Newark nurserymen to use the prize-winning slogan on every piece of mail matter sent out, and it will be repeated hundreds of times by each one of their more than five thousand selling agents.

The rules of the contest are as follows:

1. The prize—\$100.00 in gold.
2. Who are eligible as Contestants? Everybody.
3. The slogans must be short and snappy and must contain "Newark, N. Y."
4. Any number of slogans may be submitted by each contestant.
5. Each slogan should be written on a single sheet of paper, signed with the name and address of the contestant.
6. Contest starts June 26, and ends Sept. 1, 1924.
7. Slogans should be mailed "Slogan Contest Editor," *The Courier*, Newark, N. Y.

#### **THE PACIFIC COAST ASSOCIATION OF NURSERY- MEN MET AT YAKIMA, WASHINGTON**

The Pacific Coast Association of Nurserymen met at Yakima, Washington, July 15, 16 and 17th and the following are the officers elected for the 1924-25 term:

President—A. Brownell, Portland, Oregon. Vice presidents—J. J. Bonnell, Seattle, Washington; John A. McGee, Orenco, Oregon; Mrs. Florence Wright, Kimberly, Idaho; M. R. Jackson, Fresno, California; C. H. Smith, Centerville, Utah; Richard Layritz, Victoria, B. C.

Executive Committee—F. W. May, Yakima, Washington; C. Malmo, Seattle, Washington; H. E. Weed, Beaverton, Oregon.

Member Board of Trustees: 3-year term, F. A. Wiggins, Toppenish, Washington (re-elected). Executive secretary, C. A. Tonneson, Burton, Washington (re-elected).

Convention city for 1925—Portland, Oregon.

At the convention of the Pacific Coast Association of Nurserymen, held at Yakima, Washington, on the 15th, 16th, and 17th of July, an honest-to-goodness thrashing out, of mutual questions, was evidently participated in by most of the members.

Although lengthy argument and many statistics were brought into play concerning natural losses by nurserymen we find that the general trend of thought was optimistic. Mr. F. A. Wiggins, one of the trustees, evidently in high standing, predicts that the country is on the verge of much better times and that now is marvelous when compared with the business of 1890 and 1910.

Discussions rambled from government planting of trees



# French Fruit Stocks

Dec. or Feb. Shipment from France

**Pears, Apples, Mahalebs, Mazzards,  
Myrobolans, Manetti, Etc.**

From Vincent Lebreton's Nurseries, Angers, France

## HARDY LILY BULBS

**Auratum, Rubrum, Album, Magnificum**

Case Lots—Immediate or Later Shipment

**BULBS** for fall shipment. Advance orders being booked now for **DUTCH BULBS**, Paperwhites, Gladioli, Palm Seeds, Rosa Mult., Japonica Seeds, etc.

## BAMBOO STAKES

Japanese Natural or Dyed Green. Domestic Natural, Chinese Tonkin Stakes

## RAFFIA

Red Star and Two Other Brands of Natural, Also Dyed in 20 Colors

Write for prices stating your requirements

**McHutchison & Co.,** 95 Chambers St.  
New York City

# BOOK EARLY AND BE SURE

We are Headquarters and have right prices for

Pear Seed— **USSURIENSIS** (True)  
**SEROTINA** (Japan Wild Pear)  
**CALLERYANA** (True, Large Grower)  
**BETULIAFOLIA** (Chinese Wild Pear)

Also **PEACH PITS, ROSA MULTIFLORA** and **KOREAN BOXWOOD**

WRITE TODAY FOR ASTONISHING LOW PRICES

## T. SAKATA & CO.

HOME OFFICE

Yokohama, Japan, Kanagawa

AMERICAN BRANCH

New Address, Office and Warehouse

4010-4012 North Cicero Ave.

CHICAGO, ILLINOIS

# PLACE YOUR ORDERS NOW

Good sphagnum will not be plentiful this year. Write at once for prices by the bale or carload in

## AMUNDSON SPHAGNUM MOSS

Clean, properly dried—the best material you can get for packing nursery stock.

**A. J. AMUNDSON CO.** City Point, Wis.

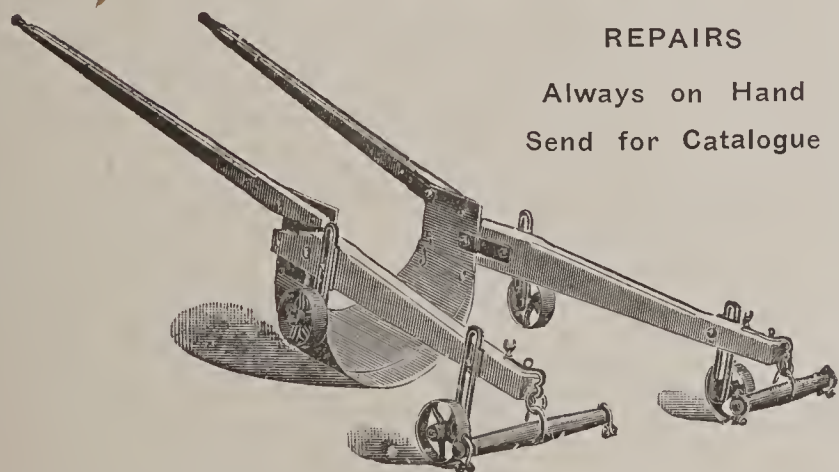
1857

1924

# BRAGG'S

COMMON SENSE

# TREE DIGGER



REPAIRS

Always on Hand

Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow

**L. G. BRAGG & CO.**

KALAMAZOO, MICH.

# Large Evergreens

**Pines—White, Red and Scotch**

5 to 14 ft. High

Twice Transplanted

Growing in rows 12 x 12 ft.

Priced Low—Buyer to dig

Located at Chester, N. J.

3 Railroads within 4 miles

*Inspection Anytime*

**CHAS. MOMM & SONS, INC.,**

UNION, Union County, N. J.



along State and county highways, war on price-cutters among nurserymen and higher membership standards. Then some one dropped a kindly word in defense of nurserymen having that age-old accusation of being a peculiar group of folk so absorbed in nursing seedlings and plants that they care nothing for real business and politics. Nurserymen from Canada fortunately do not believe that old story of the U. S. nurserymen for they voice their appreciation of co-operation from their fellow members on this side of the border and find business quite satisfactory for themselves.

No matter what the pro and cons of discussions might have been it was unanimously agreed that the banquet was a ripping success and much pleasure derived therefrom together with an interesting talk on the fruit and shrub conditions in Europe.

The entire program was enjoyed and it is believed that continued progress remains ahead of the Northwest and that its nurserymen will play a prominent part in it.

### NEWS FROM NORTH CAROLINA

BY W. C. DANIELS

Lest you forget—the Southern Nurserymen's Association meets in Greensboro at the O'Henry Hotel, September 3rd and 4th, 1924. Every nurseryman should plan to attend this convention; it's going to be worth while.

Paul C. Lindley, of Pomona, N. C., was recently elected chairman of the Recreation Section of the Greensboro Community Chest, for the purpose of making a survey of Greensboro for parks, playgrounds, municipal golf course, etc. Dr. Willis A. Parker, of the Playground and Recreation Association of America, has given valuable time to his work, and so far one eighty acre tract has been purchased for park purposes, and another tract of 72 acres has been given the city by a local real estate company. This is all in line with the "distribution problem."

These figures will convey some idea of the way N. C. is growing into a fruit producing state. In June around 400 cars of dewberries were shipped to northern markets, 176 cars were loaded and shipped from the small town of Cameron in one week. For several weeks Sandhill peaches have been moving to the northern market, and it is estimated that 2500 iced refrigerator cars of 450 crates each will be shipped before the season is concluded in August, and that several hundred other cars will either be canned or distributed throughout the state direct to consumers. It is estimated that there will be shipped from this section a fraction more than 2 peaches each for every inhabitant of the U. S. Three or four canneries built this season are but the beginning of an extensive system of canning and marketing the sandhill peach. The crop this season is more than twice as large as any previous crop in that section.

From Eastern Carolina, 1900 cars of strawberries were shipped this spring, in comparison with 1193 cars shipped last year.

Farm products in North Carolina this season are suffering greatly from the affects of too much rain, 400% more fall than usual. This condition is somewhat detrimental to the nursery business. The farmer is "blue" and orders that he would otherwise place now, for nur-

sery goods, will come in later, as soon as he can tell how his crop will be, or else will not be placed at all this year. Town and city business is quite satisfactory.

Out-of-town nurserymen visiting North Carolina nurseries the past month included Mr. Deens, of Mt. Arbor Nurseries; Mr. S. R. Howell, of Howell Nurseries, Knoxville, Tenn.; a representative of Lookout Nurseries, Chattanooga, Tenn.; Mr. and Mrs. L. R. Taylor, of Topeka, Kansas. Mr. and Mrs. Taylor had quite an unpleasant experience while in Greensboro. Having unfortunately lost their license plate enroute to this city, upon their arrival the Greensboro "coppers" selected their car as a likely hiding place for "bootleg liquor." Happily none was found. Mr. and Mrs. Taylor were having quite a time explaining when Mr. Lindley appeared on the scene and cleared the atmosphere. After a very pleasant visit, Mr. and Mrs. Taylor were supplied another number plate and went their way rejoicing.

In order to show that North Carolina also handles some produce as well as Bridgeton, N. J., the following Dixie Data may be interesting to nurserymen: Over one railroad in 1923 the following cars were shipped from Eastern North Carolina: Lettuce, 683 cars; beans, 271 cars; cucumbers, 1141 cars; garden peas, 46 cars; mixed vegetables, 65 cars; pepper, cabbage, carrots, spinach, turnips, beets, 17 cars; Irish potatoes, 1384 cars; sweet potatoes, 59 cars; cantaloupes, 309 cars; watermelons, 679 cars.

All nurserymen are cordially invited to attend the Southern Association meeting. The Lindley Nursery Co., Pomona, N. C., will gladly send information as to hotel rates, etc., upon request.

### NURSERY NOTES FROM MISSOURI

BY F. A. WEBER

The month of March was cold, raw and unseasonable for the proper handling of nursery stock. April came in with a rush, and the only thing that saved us was that it remained cold throughout the month of April and the greater part of May.

This section has had entirely too much rain. In fact, we have had almost continuous rains since the middle of May and it has been impossible to do much cultivating of any kind. Stock that we got out early all made a good start, but on account of too much moisture, it is impossible to work the stock as it should be. In fact, many of our cuttings failed. Have not had a cultivator in them since they have been planted. It will cost us a large amount of money to clean up these blocks, if we ever do get them cleaned up. It might be cheaper to put a plow into them and plow them up.

Peach crop is very light and then only on a few of the hardier varieties. About 75 miles south of us they have a fairly good crop and we understand a very heavy crop down in the southern part of the state.

Apples are not nearly as heavy as last year. Pears on certain varieties have a good crop. Cherries—fine crop on most all varieties, but too wet, and growers are having trouble in getting their fruit picked before it rots.

Corn is in bad shape. Most of it has been re-planted



# BERBERRY THUNBERGII SEEDLINGS

(Largest Growers in the World of)

**QUALITY STOCK AT QUALITY PRICES**

Ampelopsis Veitchii Seedlings    Ampelopsis Englemannii Seedlings  
 Ibota Privet Seedlings

**GENERAL LINE OF FRUIT AND ORNAMENTALS**

*Let Us Quote on Your Wants*

**C. E. WILSON & COMPANY**

**MANCHESTER**

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## WOOD LABELS

**Dayton Fruit Tree Label Co.**

**Dayton : Ohio**

## Color Prints from Photos of Horticultural Subjects

Will Sell Your Nursery Stock. We Specialize in Plate Books, Folios, Maps

WRITE FOR SPECIAL OFFER

**PROCESS COLOR PRINTING CO. (formerly CHRISTY Inc.)**  
 700 Searle Bldg., Rochester, N. Y.

## California and Amoor River Privet

Barberry Thunbergii: 2, 3 and 4 year.

Asparagus and Rhubarb.

**Peach in Assortment**

Spireas, Hydrangeas and Deutzias  
 in assortment. Lombardy Poplar and  
 Evergreens with a good assortment of Retinos-  
 poras and Boxwood.

Can supply the above in quantities.

*Prices Right. Mail Want List.*

**THE WESTMINSTER NURSERY**  
 Westminster, Md.



## THE COLE NURSERY COMPANY

**Painesville, Ohio**

**W. B. COLE, President.**

**FRUIT TREES**—Especially, Dwarf Apples, Pears, Plums, Peaches.

**SMALL FRUITS**—Grapes, well grown, Asparagus, Currants.

**SHADE TREES**—Our general good assortment. Root Pruned.

**EVERGREENS**—Fair assortment.

**SHRUBS**—Deutzia Gracilis, Deutzia Lemoinei, 500,000 Privet, California, 2 years. Spirea, 20 sorts. Weigelia Eva Rathke, Weigelia Variegated, Weigelia Candida.

**VINES**—Strong Plants. Honeysuckle, Halls. Clematis Paniculata. Aristolochia Siphon, 2 years.

**ROSES.**

**PERENNIALS**—Large Assortment. Phlox especially. Strong Plants.

*Let Us Quote You*



# LABELS FOR NURSERYMEN

**THE BENJAMIN CHASE CO.**  
**DERRY N. H.**

When writing to Advertisers please mention the National Nurseryman.



two or three times. Many acres are too weedy, and must be plowed up again.

Hay crops, such as clover and alfalfa, proved a total loss, because they could not be harvested.

We think we have one of the finest blocks of 1-year cherry and plum ever grown in a number of years.

Our peach are making a tremendous growth, and are afraid they might get too heavy.

There are many new homes being built, and if these people have money enough after paying for their building, there should be considerable landscape work.

#### AMERICAN FLORISTS AND ORNAMENTAL HORTICULTURISTS HOLD CONVENTION AT LOS ANGELES, CALIFORNIA IN AUGUST

Los Angeles is again throwing open her portals of hospitality for on August 19th, 20th and 21st the Society of American Florists and Ornamental Horticulturists will convene at the Ambassador Hotel in that beautiful city of the Golden West.

Why not attend this convention? If you have ever visited Los Angeles you are of course anxious to register there again and if you never had that privilege there is no better time than NOW.

A real program is promised and in order to avoid the rush for hotel accommodations write or wire today to John W. Flint, chairman Hotel Committee, care of Armacost & Royston, Inc., 723-29 Wall street, Los Angeles, California. The trade exhibits and meetings will be held at the Ambassador Hotel. This hotel is highly recommended and is quite beautifully situated, overlooking Hollywood and the mountains. Many other delightful hotels are listed too and notices for reservations will be given prompt attention.

So let's go.

#### MINNESOTA PROHIBITS CEMETERIES FROM RETAILING

The Fourth Judicial District Court of Minnesota on June 10, 1924, passed an order to the effect that from and after the first day of July, A. D. 1924, the Lakewood Cemetery Association, its successors and assigns, their servants and agents, are restrained and prohibited from engaging in the business of growing and raising plants, bulbs, flowers, shrubs and other horticultural products for sale to the general public or to retail florists; or selling or delivering any such plants, bulbs, flowers, shrubs and other horticultural products to anyone that was not an owner of burial lots in that cemetery or that was not buying said flowers, etc., for the beautifying of the graves of their friends or relatives in that particular cemetery. Nor is any plant to be removed from the premises of the cemetery.

#### SOME NEW FRUITS

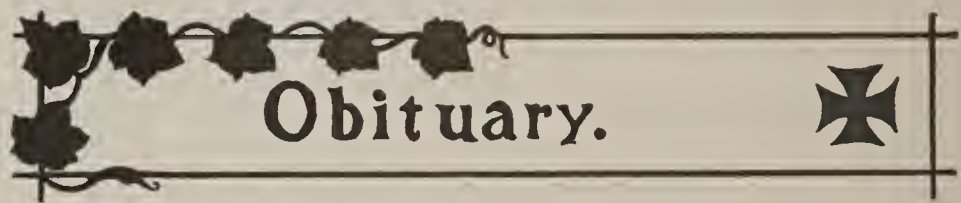
Several Promising Sorts Are Offered Growers By Station Specialists

New varieties of fruit that give promise of being really worth while additions to the list available to the fruit growers are described and illustrated, some of them in color, in a recent bulletin issued by the New York State Agricultural Experiment Station at Geneva. New or Noteworthy Fruits is the title of the publication written by Dr. U. P. Hedrick, Station horticulturist.

Several new apples, a new pear, new raspberries, plums and other fruits are described. The bulletin is free and may be had upon request to the station authorities.

The object of the fruit testing work at Geneva is described by Dr. Hedrick as being an attempt on the part of the station to do for the fruit growers of the state what the individual grower can not do for himself. This is to test every variety of fruit that will grow under New York conditions to discover any worthy sorts that might profitably be grown on New York farms. The station fruit men are also constantly striving to secure better sorts by crossing different varieties. As a result of this breeding work, many new and valuable varieties have been developed in recent years, some of which are described in the new bulletin.

Once a new variety is named and found worth further trial in other parts of the state, it is turned over to the New York Fruit Testing Association, with headquarters at Geneva, which attempts to propagate planting stock for sale approximately at cost to interested fruit growers. The membership of this association now extends into many states of the Union and to Canada, and in this way the new variety undergoes a test which proves its fitness as a standard sort.



## Obituary.

MRS. MARY JOSEPHINE BOYD

On Sunday, July 6th, word was received at McMinnville, Tennessee, of the death—by automobile accident near Mitchell, South Dakota—of Mrs. Mary Josephine Boyd, wife of J. R. Boyd, of the Forest Nursery Company of McMinnville.

Mrs. Boyd, her mother and four youngest children, had come north as Mr. Boyd came to the convention at Atlantic City. She was spending the summer with her brothers at Mitchell, South Dakota.

Beside her husband she is survived by seven children, six of whom are girls. Interment was in Mountain View Cemetery, McMinnville, on the following Friday.

A. S. RILEY

Word has just been received that A. S. Riley, President of North Star Nursery Co., Pardeeville, Wisconsin, passed away July 28th, as a result of a stroke of paralysis on the 24th. Funeral was held Wednesday, July 30th, at 10 o'clock.

#### UNITED STATES CIVIL SERVICE EXAMINATION

The United States Civil Service Commission announces the following open competitive examination:

#### AGRONOMIST

Receipt of applications will close September 2. The examination is to fill vacancies in the Bureau of Plant Industry, Department of Agriculture and in positions requiring similar qualifications, at an entrance salary of \$3,800 a year. Advancement in pay may be made without change in assignment up to \$5,000.

Applicants must have been graduated from a college or university of recognized standing, and have had at least eight years' additional training and experience in investigation, extension, or administration in cereal production or soil management or both. Each year of graduate study involving major work in agronomy will be accepted in lieu of one year lacking in the required experience. Such substitution, however, may not exceed two years.

The duties of the position are to assist in investigations in cereal agronomy, including crop production and soil management; to plan and execute research along these lines; and to exercise supervisory functions in connection with such activities.

Competitors will not be required to report for examination at any place, but will be rated on their education, training, and experience, and writings or publications of not less than 5,000





## FIELD GROWN ROSES

Please send your card for our new mailing list. Spring price list ready about June 15

**HOWARD ROSE CO., Hemet, Cal.**

FRUIT TREES—Pear, Plum, Peach, Apple and Cherry.  
SMALL FRUIT—Raspberry, Blackberry and Currants.  
FINE LOT OF GRAPES—Concord, Agawam, Salem, Wyoming Red, Brighton, Worden, Niagara and Delaware 1 year No. 1, and some varieties 2 year No. 1.  
SILVER MAPLE—Sizes 1 to 4 in.  
NORWAY MAPLE—Sizes 1 1/4 to 4 in.  
CUT LEAF BIRCH, EUROPEAN SYCAMORE  
Fair Assortment of Shrubs, Spirea, Hydrangea, Etc.

**H. J. CHAMPION & SON**

PERRY, OHIO

Established 1866

## NAPERVILLE NURSERIES

— GROWERS OF —

**Trees, Evergreens, Shrubs, Perennials, etc.  
LINING OUT STOCK**

Catalog and list of lining out stock offerings will be sent upon request.

**NAPERVILLE : ILL.**

Telephone, Naperville No. 1.

Plate Books, Circulars, Catalogues,  
Printed Forms



Get them from the Makers

**ROCHESTER LITHOGRAPHING CO.  
ROCHESTER, N. Y.**

## PEACHES FOR FALL 1924

We have one hundred thousand dormant bud peaches, mostly Elberta and Belle of Georgia. On leased land. Will sell in field. If interested in large lots write us.

**SPARTANBURG NURSERY**

SPARTANBURG, S. C. Route No. 5

**DO NOT FORGET!!!**

# RAFFIA

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:—RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.

Write for prices.

**THOMAS B. MEEHAN CO., Dresher, Penna.**

When writing to Advertisers please mention the National Nurseryman.

## COMMERCIAL NURSERY CO. DECHERD, TENN.

*We Offer to the Trade*

General Line of Nursery Stock. Two Year Apple Good Assortment. Peach and Plum we can furnish in Car Load lots. From our Branch, Monticello, Fla., we offer Budded and Grafted Pecans, Leading Varieties; Japan Persimmon, Figs and some Satsuma Orange.

**FALL 1923**

**SPRING 1924**

## FOREST TREE SEEDLINGS

Also lining out stock of

Betula Nigra, Catalpa Speciosa, Cornus Florida, Elm, Poplar, Locust, Walnut, Etc.

## SHRUBS

Altheas, Barberry Thunbergii, Deutzias, Loniceras California Privet, Amoor River North Privet, Amoor River South Privet, Spirea Van Houttii.

Write for our trade list

**FOREST NURSERY COMPANY**

BOYD BROTHERS

McMINNVILLE, TENN.

## PEACH PITS

Only a very limited quantity 1923 crop unsold.

New crop is coming on. Write us your needs.

## THE HOWARD-HICKORY CO.

O. JOE HOWARD, Secretary and Treasurer

**Hickory : : North Carolina**

Plants that Please Established 1906 Seeds that Yield  
**V. R. ALLEN, SEAFORD, DEL.**

ASPARAGUS

ROOTS SEED

STRAWBERRY

STANDARD EVERBEARING

DEWBERRY

LUCRETIA AUSTIN

TOMATO

PLANTS SEED

SWEET POTATO

PLANTS SEED-STOCK

GRAPES, CALIFORNIA PRIVET

Contract Now

Correspondence Invited

We Are Large Growers of Fruit and Nut Trees, Ornamentals and ROSES. Give Us a Trial. We Know the Quality of Our Stock Will Please You.

## INTER-STATE NURSERIES

C. M. GRIFFING & CO., PROP'S.,

JACKSONVILLE, FLORIDA



words on some phase of agronomy to be filed with the application.

#### AGRICULTURAL ECONOMIST ASSOCIATE AGRICULTURAL ECONOMIST

Applications for the above positions will be rated as received until September 30. Vacancies are in the Bureau of Agricultural Economics, Department of Agriculture. The entrance salary for agricultural economist is \$3,800, and for associate agricultural economist, \$3,000.

The duties of an agricultural economist are to direct and conduct economic research in various phases of the production, handling, and marketing of farm products; to serve in an advisory capacity in this and related activities. The duties of an associate agricultural economist are to direct, under general supervision, minor agricultural economic investigations and research in various phases of the production, handling and marketing of farm products.

Competitors for these positions will be rated upon their education, experience, and fitness, and on a thesis or discussion which must be filed with their applications.

Full information and application blanks may be obtained from the United States Civil Service Commission, Washington, D. C., or the secretary of the board of U. S. civil-service examiners at the post office or customhouse in any city.

#### MODIFICATION OF NURSERY STOCK, PLANT AND SEED QUARANTINE REGULATIONS

Amendment No. 1 of Revised Rules and Regulations  
Supplemental to Notice of Quarantine No. 37  
(Effective on and after July 1, 1924.)

Under authority conferred by the plant quarantine act of August 20, 1912 (37 Stat. 315), as amended by the act of Congress approved March 4, 1917 (39 Stat. 1134, 1165), it is ordered that Regulation 15 of the Revised Rules and Regulations Supplemental to Notice of Quarantine No. 37, governing the importation of nursery stock, plants, and seeds into the United States, which became effective April 5, 1923, be, and the same is hereby, amended to read as follows:

Regulation 15. Permits for the importation of nursery stock and other plants and seeds from countries contiguous to the United States.

When it is deemed by the Secretary of Agriculture that the importation from countries contiguous to the United States of any class or classes of nursery stock and other plants and seeds the entry of which is not provided for under regulations 2 and 3 will not be attended by serious risk to the agriculture, horticulture, or floriculture of the United States, permits may be issued, on application, authorizing the entry of such nursery stock and other plants and seeds under such safeguards as may be prescribed in the permits: **Provided**, That importations under this regulation shall be limited to specific classes of nursery stock and other plants and seeds which can be considered as peculiar to or standard productions of such contiguous countries, and not mere reproductions of imported stock from other foreign countries: **Provided further**, That this shall not apply to nursery stock and other plants and seeds governed by special quarantines and other restrictive orders, other than Quarantine 37, now in force, nor to such as may hereafter be made the subject of special quarantines: **Provided further**, that in addition to the certificate required by Regulation 7, the invoice covering nursery stock and other plants and seeds offered for entry

## WANTED

#### ASSISTANT NURSERY SUPERINTENDENT WANTED

First-class man to assist in running two nurseries two miles apart. Salary according to proven ability. Must have experience handling labor efficiently in propagating, growing, shipping, etc., Northern experience preferred. Give education, details of experience, references and previous salary in first letter.

#### AMERICAN FORESTRY COMPANY

Little Tree Farms, Framingham Centre, Mass.

#### WANTED TRAVELING SALESMAN for nursery stock, one of experience.

Who can draw plans and secure business. Must be a hustler. One who can make good. Well recommended.

Address XYZ, care of The National Nurseryman, Hatboro, Penna.

under this regulation must be accompanied by a certificate of a duly authorized official of the country of origin, stating that the nursery stock and other plants and seeds proposed to be exported to the United States have been produced or grown in the country from which they are proposed to be exported.\* **Provided further**, that cut flowers from the Dominion of Canada may be imported into the United States free of any restriction whatsoever, when free from sand, soil, or earth.

This amendment shall be effective on and after July 1, 1924.

Done at the City of Washington this 30th day of June, 1924.

Witness my hand and the seal of the United States Department of Agriculture,

HENRY C. WALLACE,  
Secretary of Agriculture.

(Seal)

\*Application Form No. 221 for permit under this regulation will be sent on request.

Concord, Ga., June 7, 1924.

Editor National Nurseryman:

We heartily approve of your editorial on Dirty Linen, page 154. It states the case just right.

Yours truly,

SMITH BROS. NURSERY Co., Concord, Ga.

#### CATALOGUES RECEIVED

The D. Hill Nursery Co., Dundee, Ill.  
Special Offer.

Franklin Davis Nursery, Baltimore, Md.  
Wholesale Dept. Offers.

Weeds' Landscape Nur., Beaverton, Ore.  
Peonies and Iris.

Interior Nursery, Perkinston, Miss.  
The Pineapple Pear.

Harrisons' Nursery, Berlin, Md.  
Price List.

Weller Nurs. Co., Inc., Holland, Mich.  
Trade List.

D. Hill Nur. Co., Inc., Dundee, Ill.  
Lining Out Stock.

#### AMERICAN FLORIST'S TRADE DIRECTORY

*Edition Price \$5.00, Postpaid*

For Sale by

NATIONAL NURSERYMAN PUB. CO., Inc.

HATBORO, - - - PA.

## FOR SALE

### FOR SALE

1,300,000 choice grape cuttings, mostly Concords, now growing for the coming winter and spring trade. Your inspection of these fields invited.

*Quality Is Our Motto*

F. G. Spoden Nursery Co.

Fredonia, New York

#### NURSERY FOR SALE OR WILL INCORPORATE

Will sell all growing nursery stock with or without real estate. We have been established over 25 years and are doing an annual catalogue and wholesale business. Located 28 miles North West of Baltimore. Grow general nursery stock specializing in Peach trees, California Privet, Asparagus, Rhubarb, Shrubbery and Evergreens. The Westminster Nursery, Westminster, Md.



# Retinosporus Pisifera, Squarosa Veitchii

Per 100 and per 1000

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### WELLER'S BETTER PEONIES

3-5 Eyes, plus roots

September Delivery

ALBATRE, white	MADAME CALOT, blush
ALBERT CROUSSE, rose, white	MAD. DUCEL, pink
AUGUSTINE d'HOUE, red	MME. EMIL LEMOINE, flesh
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BOULE De NEIGE, white	MARIE CROUSSE, salmon
CLAIRE DUBOIS, pink	MIKADO, Japanese red
COURONNE d'OR, yellow	MONS. KRELAGE, red
EDULIS SUPERBA, pink	MONS. MARTIN CALUZAC, maroon
FELIX CROUSSE, red	PRESIDENT TAFT, blush
FESTIVA MAXIMA, white	RUBRA SUPERBA, red
KARL ROSENFELD, red	SARA BERHARDT, pink
LIVINGSTONE, pink	TRIOMPHE De L'EXP. De LILLE, pink
DIELYTRA SPECTABILIS	

Write for Prices

**WELLER NURSERIES COMPANY, INC.**

PERENNIAL SPECIALISTS

HOLLAND

MICHIGAN

### SINCE 1850

Wholesale growers of high grade Nursery Products. We offer for Fall 1924 and Spring 1925:

APPLES, 1 and 2 year Buds  
PEACHES, 1 year  
PEARS, 2 year  
PLUMS, 1 and 2 year  
GRAPES, 1, 2 and 3 year  
ASPARAGUS, 2 year  
BARBERRY THUNBERGII  
SHADE AND ORNAMENTAL TREES  
SHRUBS, ROSES, ETC.  
CALIFORNIA PRIVET, 2 year, 2-3 ft. and 3-4 ft.  
CALIFORNIA PRIVET, 1 year, 6-12 in., 12-18 in., 18-24 in., 2-3 ft.  
Special Price on Carload Lots

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BALTIMORE, MD.

Booking orders now for rooted cuttings and transplants of Buddelia Mag. Hydrangea P. Gr., Weigelia Rosea and Eva Rathke delivery summer and fall 1925.

Samples gladly furnished

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Growers of First Quality Pecan Trees. Dependable for giving profitable returns. All standard varieties. Place orders now.

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We Can Offer Magnolia Accuminata in Sizes Up to 8 Feet

SILVER MAPLE 6-8 ft., 8-10 ft., and 10-12 ft. ORIENTAL PLANT 6-8 ft. CALIF. PRIVET 12-18 in., 18-24 in. and 2-3 ft..

A General List of Roses and Shrubs—A Fine Lot of Peach and Pear in Varieties

Let Us Have Your Want List

**CALL'S NURSERIES**  
Box 134 Perry, Ohio

APPLE, PEACH, FIGS, GRAPES, ASPARAGUS ROOTS, CALIFORNIA PRIVET, CLIMBING ROSES, ORNAMENTAL SHRUBS, and lining out stock for Fall 1924 and Spring 1925.

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### Nursery Grown Lining Out Stock

of the better class for the best class. Grown by experienced propagators long at the business. Get on our order book. You won't be sorry—Get next our trade list. Wholesale only. We want free seed and hardwood cuttings.

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Japanese, Ghent, and Mollis. Send Us Your Want List.  
Inspect Our Stock.

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Headquarters for

**Small Fruit Plants**

and LINING OUT STOCK

Our list quotes lowest prices.

Strawberries	Grape Vines	Asparagus
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NEW CARLISLE - OHIO

## EUROPEAN SYCAMORE, SILVER MAPLE

And Other Shade Trees in All Sizes

A Fine Lot of

**CALIFORNIA PRIVET**

12-18 in. and 18-24 in.

And Hardy Shrubs of All Kinds

Also a Limited Supply of Fruit Trees and  
Small Fruit Plants

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Maple Bend Nursery Perry, Ohio

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Growers and Exporters of Fruit Tree Stocks,  
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Conifers for Nursery Planting.

For all information as to Stocks, Prices, terms, etc., address

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(Sole Agents)

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## EVERGREENS

Ornamental Trees, Shrubs, Vines, Woody and Herbaceous  
Plants of the Blue Ridge Mountains, including: *Kalmias*,  
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Approximately 500 species

Collections to Order in Carlots a Specialty  
Correspondence from large planters solicited.

ASK FOR PRICE LIST

**E. C. ROBBINS, PINEOLA,**  
Avery County North Carolina

### TREES

Largest assortment in New Eng-  
land. Evergreens, deciduous trees,  
both common and rarer varieties.  
Sturdy, choice stock that can be  
depended upon. Send for catalog  
and special trade prices.

**The Bay State Nurseries**

North Abington  
Mass.

### SHRUBS

This New England soil and cli-  
mate produce fine sturdy shrubs.  
Special trade prices. By the thous-  
ands, hardy Native and Hybrid Rho-  
dodendrons—transplanted and accli-  
mated. Send your lists let us est.



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We Still Have a  
Large Stock of

## EVERGREENS

Including a good  
supply of the scarce  
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Trees and Shrubs also.

We are headquarters  
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Rhododendron Carolini-  
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STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

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*Topeka Nurseries*

TOPEKA - - - KANSAS

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### Préferred Stock

*For Fall 1924*

### Trees

Apple : Peach : Plum : Cherry : Apricot

### Seedlings

Apple : Plum : Pear : Cherry

### Grafts

Apple

Pear

*Write for Prices.*

*Satisfaction Guaranteed.*

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that can be produced by suitable soil, climate  
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that transplant, owing to our careful methods of  
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*(Successors to H. M. Simpson & Sons)*

VINCENNES, IND.



# HARRISON GROWN SHADE TREES



## SHADE TREES

### NORWAY MAPLE

2-2 1/2-in. cal. 3 1/2-4-in. cal.  
2 1/2-3-in. cal. 4-5-in. cal.  
3-3 1/2-in. cal.

### ASH-LEAF MAPLE

8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
14-16 ft., 1 3/4-2-in. cal.

### SCHWEDLER'S MAPLE

12-14 ft., 1 1/2-1 3/4-in. cal.  
14-16 ft., 1 3/4-2-in. cal.  
2-2 1/2-in. cal.  
2 1/2-3-in. cal.  
3-3 1/2-in. cal.

### SUGAR MAPLE

6-8 ft. 8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
14-16 ft., 1 3/4-2-in. cal.  
2-2 1/2-in. cal.  
2 1/2-3-in. cal.

### SILVER MAPLE

6-8 ft. 8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
14-16 ft., 1 3/4-2-in. cal.  
2-2 1/2-in. cal.  
2 1/2-3-in. cal.

### BLACK ASH

7-8 ft. 8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.

### PURPLE BEECH

8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
1 3/4-2-in. cal.

### AMERICAN ELM

5-6 ft. 7-8 ft.  
6-7 ft. 8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
1 3/4-2-in. cal.  
2-2 1/2-in. cal.

### EUROPEAN HORSE-CHESTNUT

7-8 ft.

### AMERICAN LINDEN

12-14 ft., 1 1/2-1 3/4-in. cal.  
1 3/4-2-in. cal.  
2-2 1/2-in. cal.

### EUROPEAN LINDEN

6-7 ft. 7-8 ft.

### PIN OAK

4-5 ft. 6-7 ft. 8-10 ft.  
5-6 ft. 7-8 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
14-16 ft., 1 3/4-2-in. cal.  
2-2 1/2-in. cal.

### RED OAK

4-5 ft. 6-7 ft. 8-10 ft.  
5-6 ft. 7-8 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
2 1/2-3-in. cal.  
3-3 1/2-in. cal.  
3 1/2-4-in. cal.  
4-5-in. cal.

### SCARLET OAK

4-5 ft. 7-8 ft.  
5-6 ft. 8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
2 1/2-3-in. cal.  
3-3 1/2-in. cal.  
3 1/2-4-in. cal.  
4-5-in. cal.

### CAROLINA POPLAR

6-7 ft. 7-8 ft. 8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
1 3/4-2-in. cal.  
2-2 1/2-in. cal.  
2 1/2-3-in. cal.

### LOMBARDY POPLAR

6-8 ft. 8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
14-16 ft., 1 3/4-2-in. cal.  
16-18 ft., 2-2 1/2-in. cal.  
18-20 ft., 2 1/2-3-in. cal.  
3-3 1/2-in. cal.  
3 1/2-4-in. cal.

### TULIP POPLAR

6-8 ft. 8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
1 3/4-2-in. cal.  
2-2 1/2-in. cal.  
2 1/2-3-in. cal.  
3-3 1/2-in. cal.

### ORIENTAL PLANE

6-8 ft. 8-10 ft.  
10-12 ft., 1 1/4-1 1/2-in. cal.  
12-14 ft., 1 1/2-1 3/4-in. cal.  
1 3/4-2-in. cal.  
2-2 1/2-in. cal.  
2 1/2-3-in. cal.  
3-3 1/2-in. cal.  
3 1/2-4-in. cal.

### MAIDENHAIR OR GINKGO

5-6 ft. 7-8 ft.  
6-7 ft. 8-10 ft.

### CATALPA BUNGEI (Umbrella Tree)

4-6-ft. stem, 1-yr. head

### GOLDEN BARKED WILLOW

8-10 ft. 10-12 ft. 12-14 ft.

## HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





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# THE NATIONAL NURSERYMAN



SEPTEMBER 1924

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

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**SHENANDOAH, IOWA.**

Forty-nine years in the wholesale nursery business have  
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### OUR SPECIALTY

A large and complete line of general nursery stock for  
the wholesale trade including:

**FRUIT TREES, SMALL FRUITS**

**ORNAMENTALS, ROSES, PERENNIALS**

**PRIVET, AMOOR RIVER NORTH**

**FRUIT TREE STOCKS**

French and American Grown

Submit us your complete list of wants, and we will be  
glad to give you the benefit of our best prices. Fall trade  
list issued early in September.

## BUNTING'S NURSERIES

Specialize in growing the following stock for the  
wholesale trade. Can do items listed below in Car  
lots or less. Complete list of varieties.

**PEACH TREES**

**APPLE TREES**

**PEAR TREES**

**GRAPE VINES**

1 and 2 yr.

**ASPARAGUS ROOTS**

1 and 2 yr.

**STRAWBERRY PLANTS**

**CALIFORNIA PRIVET**

**BARBERRY THUNBERGII**

**FLOWERING SHRUBS**

**ROSES**

**EVERGREENS**

**ETC.**

## BUNTING'S NURSERIES

G. E. Bunting & Sons, Proprietors

**Selbyville : Delaware**

## GET READY

NOW TO CHECK OUR BULLETIN NO. 1. OUT IN SEPTEMBER. IT  
WILL SAVE YOU MONEY, AND COVERS A COMPLETE LINE OF  
STOCK.

**EVERGREENS.**

**ORNAMENTAL SHRUBS,** short crop.

**BARBERRY THUNBERGII,** by the carload.

as well as

**CALIFORNIA PRIVET.**

**BABY RAMBLERS,** best block we ever grew.

**H. P. ROSES,** many varieties and well branched.

**BARBERRY THUNBERGII SEEDLINGS,** our climate, our soil, and special  
care produce the best seedlings in the country.

**BARBERRY THUNBERGII,** 2 yr. not transplanted. Special price.

**FOREIGN FRUIT TREE SEEDLINGS AND ROSE STOCKS.** Quoted at  
Manchester. Seedlings that are right.

**GROWN, GRADED, and HANDLED** on a **QUALITY** plus **SERVICE** basis.



**C. R. BURR & COMPANY, Inc.**

GENERAL NURSERYMEN

**MANCHESTER : CONN.**

We do not sell at wholesale to retail buyers.



*The Preferred Stock*

## OUR PRICE LIST

**A Worth While One**

*Our General Price List Will Be Mailed on September 6th*

It is one that you will be interested in looking over and will prize for reference, not the kind that finds its way into the waste basket.

If you have not received it by September 10th, write us for a copy of it, and to have your name placed on our mailing list. Use printed stationery or a billhead, or enclose business card. These Price Lists are sent to the trade only.

How about your Fall requirements? It is not too early to be getting them covered. Shortages in some lines are already indicated.

We are booking reservations now. Business is good. Sales are 10% ahead of the same last year, and last year was the biggest ever.

Don't wait too long!

*Rosegrowers and Nurserymen*

**Jackson & Perkins Company**  
*Wholesale Only*  
**Newark, New York.**

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Dec. or Feb. Shipment from France  
**Pears, Apples, Mahalebs, Mazzards, Myrobolans, Manetti, Etc.**  
 From Vincent Lebreton's Nurseries, Angers, France

**HARDY LILY BULBS**  
**Auratum, Rubrum, Album, Magnificum**  
 Case Lots—Immediate or Later Shipment

**BULBS for fall shipment.** Advance orders being booked now for **DUTCH BULBS**, Paperwhites, Gladioli, Palm Seeds, Rosa Mult., Japonica Seeds, etc.

**BAMBOO STAKES**  
 Japanese Natural or Dyed Green. Domestic Natural, Chinese Tonkin Stakes

**RAFFIA**  
 Red Star and Two Other Brands of Natural, Also Dyed in 20 Colors

Write for prices stating your requirements

**McHutchison & Co.,** 95 Chambers St.  
 New York City

## SOME GOOD SELLERS

2 yr. 11-16

Delicious  
 Gravenstein  
 Grimes  
 Jonathan

McIntosh  
 Wagener  
 Wealthy  
 Winesap

Winter Banana  
 Red Siberian  
 Whitneys

2 yr. 11-16

Bartlett

Bosc.

B. d Anjou  
 Flemish Beauty

### Shade Trees

Am. Red Elm

Siberian Elm (ulmus pumila)

### Shrubs

Coral Berry  
 Deutzia, Pr. Rochester  
 Forsythia, Fortunei  
 Lilac, Com. Purple

Philadelphus Coronarius  
 Philadelphus Gordonia  
 Snowberry  
 Tamari, Hispidia  
 Spirea, Van Houttei

### Yakima Valley Grown Seedlings

Apple  
 French Pear  
 Ussuriensis (Blight resistant)  
 Calleryana (Blight resistant)

Mazzard  
 Mahaleb  
 Myro  
 Quince

### Norway Maple

3 to 4 ft. grade  
 4 to 5 ft. grade  
 5 to 6 ft. grade

Remember, we guarantee our stock, grade and pack and can assure carload rates to some distributing point near you.



**Washington Nursery Co.**

**Toppenish, Wash.**

In the famous Yakima Valley

## Cherry Trees! Cherry Trees!

*The Best That Can Be Grown!*

**Sweet and Sour One and Two Year**  
**Car Lots or Less**

We also offer for Fall and Spring a general assortment of Standard and Dwarf Apple, Standard and Dwarf Pear, Plum, Quince and Peach—TRUE TO NAME.

*Write For Our Attractive Prices*

**KELLY BROTHERS' NURSERIES**  
**DANVILLE, N. Y.**



# PAINESVILLE NURSERIES



## *"Putting the Best Foot Forward" - - -*

is instinctive advertising policy. To make an attractive page, we are illustrating one of the beauty spots in our nursery fields (Roses); and a pretty flower from another big block (Phlox). We are growing these ornate objects in great quantities, and booking advance wholesale orders for them every day.

But you ought to see our other foot - - - in fact, our entire 52,272,000 square feet (1200 acres).

The bulk of our acreage is occupied by

**TREES** A complete list of standard varieties in Fruit Trees of all kinds; with every desirable kind of Small Fruits, Ornamental trees—both Deciduous and Evergreen—in very complete assortment. Deciduous Shrubs, Hardy Field-grown Roses, and Hardy Perennial Plants of every practical type, are important departments in our production.

An extensive Green House system and Seed business complete the elements which make us a

### Leading Departmental Nursery

*Our fall catalogs and price lists are being mailed; and we will appreciate your early orders for fall deliveries, or winter storage.*

# THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES



## J. H. SKINNER & CO.

Topeka Kansas

*We Offer*

**Apple, Cherry, Peach, Plum  
and Kieffer Pear Trees**

**Apple Seedlings**

**Japan Pear Seedlings**

**Forest Tree Seedlings:**

**Black Locust**

**Honey Locust**

**Catalpa Speciosa**

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Catalogues, folders, broadsides, circulars,—anything to sell stock,—printed for Nurserymen.

Equipment adequate for handling any work: in black-and-white or in beautiful process colors.

Our own collection of photographs, covering nearly every staple variety in fruits and flowers, and being constantly added to by our two expert horticultural photographers who have turned in a wealth of new, original and beautiful illustrations this summer.

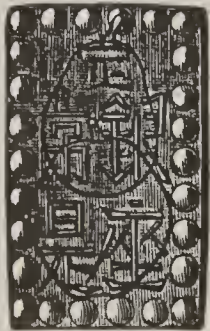
Nursery catalogues are handled here by a nurseryman of long experience in growing and especially in selling nursery stock, often quoted as an authority on printed salesmanship.

Such equipment and service should interest nurserymen who have catalogues printed for them. Correspondence is invited.

**THE DU BOIS PRESS**

*Horticultural Color Printers*

ROCHESTER, NEW YORK



Let Us Talk to You About

Furnishing Your Wants

For FALL 1924 in

**FRUIT TREES**

**ROSES**

**HEDGE PLANTS**

**ORNAMENTAL SHRUBS**

and

**EVERGREENS**

*Good Variety List, and Excellent Stock  
Trade List Ready Now. Write for Your Copy*

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**

HUNTSVILLE, ALA.

1872—1924

## BRIDGEPORT NURSERIES

**Largest in Indiana**

**Offer in Car Load Lots**

**PEACH**

**CHERRY**

1 and 2 year.

**APPLE**

1 and 2 year.

**NORWAY MAPLE**

2 1/4 inch and up

**SUGAR MAPLE**

1 1/2 inch and up

*These Are Our Own Growing at Bridgeport  
And Are Sure to Please*

*Also a General Line of Other Stock, Including  
a Large List of Perennials*



**C. M. Hobbs & Sons**

**BRIDGEPORT, INDIANA**



# The National Nurseryman.

FOR GROWER AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII.

HATBORO, PENNA., SEPTEMBER 1924

No. 9

## The Nursery Game As Seen by a Foreman

*By M. L. Tippin, Toppenish, Washington*

*It Is So Seldom That a Voice From the Ranks of Nursery Workers Is Heard We Gladly Publish the Following and Trust Mr. Tippin's Example Will Be Followed By Other Nursery Workers.*

It is almost beyond the comprehension of the mind to grasp the idea of the nursery game. It appears the more you try to learn the less you know and that if a nurseryman lived long enough he would probably be a lunatic or decide that he had been born with a weak mind.

It is one profession that is not mastered in one's life time. Most any other business or profession can be mastered in time but not so with the nursery game. I often wonder if there is not a chance for our profession to be finished and mastered "over there."

The question may arise in the minds of the skeptical who are not nurserymen that the nurserymen will be few and far between across the Great Divide. This of course, may be a matter of opinion, but it seems to me that if one is rewarded according to his hard work, his trials and tribulations on this earth, the nurseryman will sit in the front row. This doesn't apply to all, of course, as in some other profession, but surely more so than in any other profession I know of.

I am only speaking from a foreman's point of view. I have now passed the fortieth milestone and with the exception of about three years since a boy of seventeen, I have been in this game. I spent only a few years of this time for myself and the balance for the other man. I have been with the nurseryman of the Sunny South, the nurseryman of the cold bleak plains of Minnesota and the Dakotas, the nurseryman of the Central States and the nurserymen of the great Pacific Northwest. I have shared their few good times and have also shared their troubles, failures and sorrows. I say without fear of contradiction that nine out of ten are the greatest men on earth because they are engaged in the greatest profession in life.

This profession holds a man close to nature year in and year out and if a man keeps in close and constant touch with nature as a nurseryman has to do, he can't be a great way from a higher power. It may seem strange to those who do not know that while this profession is so hard and has so many drawbacks that so many continue therein. This question can only be intelligently answered by a nurseryman himself.

Again it may seem strange to the reader that a man of the writer's age would be still laboring on for the other man. I will say here that I have no time to think of myself or own interest for figuring for the other man. I

may not have as much to show for my efforts as some, still I would not give the varied experience I have had in twenty-seven years for any other experience of the same duration of time in the world. It may be that after the battle is over over here and I have passed on, there will be a little reminder, a little monument in the way of a tree, a shrub, or a flower that will perhaps chance the passerby to stop and think of the poor nursery foreman that helped make such things possible and the journeyor-by may also think that after all he helped in some small way to make this earth a better place on which to live. In any such event I would not feel that my life had been misspent or my work here in vain.

As to the mastering of the nursery business I sometimes think the longer one works at it the less he knows. I don't believe any man knows the business and that he will learn from the cradle to the grave in this profession. My experience is that a man that knows the game from A to Z is a most dangerous party to have around. Experience is surely the best teacher in the nursery business, speaking from the view of a foreman (am not advocating changing from place to place probably as often as I have done, but there is something to be learned from every nurseryman in the land). You will find no two concerns doing the same thing in the same way, all striving to achieve the same purpose in the end. I often think it would be a practical thing to do should each nurseryman give his foreman a chance to see more of the other fellow's business operations and the different ways things can be done I have often thought the man that stays tied to one place always is more or less likely to become set in his ways and sometimes narrow and often times self-conceited and think there is no other way only his way. I believe the more a man sees of the other's business the more he learns, he will learn to learn, he will learn to look, he will learn to listen and he will realize sooner or later how insignificant he is on this earth, just a tiny dew drop of the early morning, appearing for a little while, then vanishing away. I am not encouraging foremen to shift from nursery to nursery. I don't want to discourage any foreman with his position, but I do say if he has stayed constantly in one place many years and not seen the other fellow's way that he is likely to be losing out on many a good point in his business and profession. Some may say "a rolling stone gathers no



moss," I will also remark a "setting hen never gets fat," and about all there is to the nursery game is experience, as a rolling stone I may have been but the experience in the game I feel has more than repaid me and I have rolled about my last roll, as I have rolled into the paradise of the great Northwest and rolled into one of the greatest nursery concerns in the world. From the viewpoint of a foreman, I often wonder how he lingers through life as his salary or compensation is small compared with other professions. Most any trade can be learned in from two to four years as an apprentice and then they can command the highest wages the profession pays. Not so in the case of the nurseryman. He serves his life out as an apprentice for the reason his profession or trade cannot be mastered in one's lifetime. In other words, at the end of his career he may not be drawing the salary of the man in some other line or trade who has not put in one-fifth the time in his game that the nurseryman has in his.

Sometimes I think our employers also get set in their ways to a certain degree, the same as their foreman. As far as growing stock superior to other nurserymen is concerned, they should go slow with their statements. In reading over the literature and advertising matter of some of the nurseries of the country you would almost think they were the only concerns worth the patronage of the public. Better back up. You can't be it all—you can't fool them all. The nurseryman of the balmy South can't grow many things successfully as the Northern nurseryman, and the Northern nurseryman can't successfully grow many things his Southern brother can. In the nursery game, as in any other, we should all remember there are others.

I am positive in my assertion that the nursery business is different from any other business in the world, in this respect it is in a class by itself. I will say here without fear of contradiction that the nursery owners of today are the greatest gamblers in the world—not gamblers literally speaking, but gamblers with everything pertaining to their business. They gamble with over-production, with no production, with laboring men, with laborless men, with the rain, with the sun and then their gambling is only begun. They gamble with the aphids, with the canker, with the crown gall, with the banker; the game is just a gamble, gamble, gamble from one thing to another, but when he feels his race is run he will feel better toward his brother. The above are only a few minor experiences and troubles that the nurserymen of today have to contend with. The labor problem is one of the greatest problems that we have to contend with today. I am only speaking of nursery labor and my own personal experience since a boy of seventeen during the last twenty-five years. I have handled many thousands of men, men of all creeds and nationalities, and have come to the conclusion that this problem can never satisfactorily be solved. Speaking only as a laboring man myself, it seems to me the greatest enemy labor has is itself. I want to make myself clear. I am speaking only of the kind of labor I have employed in twenty-five or more years and only in the nursery game. From North to South, across the country and from the Central States to the Pacific

Northwest, I personally don't believe in a set scale of wages in the nursery business for one reason there are too many different kinds of work and for another. I think a man should receive reward according to his efforts. If a man earns say, one-third more than some one else, he gets it and if the other fellow kicks he can get in the collar and get it too.

I think it just as wrong for a nurseryman to hold back on a good man as it is for a laborer not to try to earn his wages. The man who is willing can almost establish his own wages in nursery work. I have never seen the place or time there was not a job for a man that would work really hard. What constitutes a good nursery hand? A man that has practical honest-to-goodness experience and actually loves hard work; if he has not got these requirements then hand me down the man that will listen to what he is told and never talk back, bake his brains down a bud row when it is 110 in the shade and no shade, wade the mud up to his boot tops and no boots. Any man that loves hard work and lots of it and can show speed makes a real nice nursery hand.

I notice we are now entering on a new nursery era in the way of nursery help and that the nurseryman's labor troubles are about over. In the near future all he will have to do to obtain the best of experienced help will be to put in a long distance phone call to the nursery university and get it by parcel post. When it arrives he no doubt will have his hair pasted back, have side boards, white flannel pants, spats, patent leather oxfords, and last but not least, manicured finger nails. He would be worth about as much to a busy foreman as a college inspector in shipping season. I am speaking only of my own experience along this line. I have the first college man to make good in the nursery game and have employed as many as any foreman in this country.

I am not opposed to theory or a nursery school or schools, but believe the schools should be nothing more or less than nurseries and run by nurserymen that know the game, fostered by the different states and run only for educational purposes and not as competitors to other nurserymen. If a business can't be learned in a life-time by actual every-day experience when associated with the best nurserymen of the country, then how can you expect a young man to accomplish as much in a year or so in a college instructed often by a man that probably never worked a week in a nursery in his life, who could not tell a peach tree from a paw paw, or a leaf hopper from a turtle dove, or set two hundred buds in as many days, or put up a thousand grafts before Gabriel blows his horn?

My advice to any young man with nursery inspirations is: secure a job with some good concern, forget that word snap, make up your mind, come what may I will spend the rest of my life at hard work trying to learn something about the nursery business.

The nursery owners today may feel blue and gloomy and the future look dark, but there will come a rift in the clouds; there also may be a hand writing on the wall. I imagine it will read something like this: Cheer up, nurserymen, you are soon due for a lot of new experience in the nursery business.



## SELLING

The best time to sell is when you can find a buyer. Buyers of nursery stock are easiest found when the stock can be planted. August begins the fall planting season so it is time to hunt them up and the best place to hunt them is where they live and do their planting.

As the correspondence course in salesmanship tells us the first essential to a sale is to gain the attention of the buyer. The work of the Market Development Committee, with its newspaper publicity, the catalogues, advertisements, garden periodicals, lectures, etc., that have been going on are all a means to this end and corresponds to working and fertilizing the field of endeavor.

Of course it is a thing devoutly to be wished that the above means would bring in a large crop of orders, enough to absorb all the stock the nurseryman has grown, so the nurseryman could sit back and take orders. But things don't work out that way, only a small portion come in unsolicited. The bulk are waiting for the salesman to come after them and turn them in to his own special firm. He cannot be sure they will receive the right attention if they go to some other firm.

Good propaganda makes things easy for him, but it does not take the place of selling, there is still the personal contact of the good salesman necessary to bring the prospect and how much depends on that personal contact.

It may be the individual with his plate book is sufficient to turn in a certain amount of orders, but that is *order taking* and what we are talking about is *selling*, not unloading a lot of stock on a customer regardless of his actual needs, that used to be considered good salesmanship, but now, only, a sales transaction that benefits both buyer and seller is considered sound business.

For selling nursery stock this requires men of judgment who know their business. Plate books and pictures are a help.

Other things being equal the single handed nurseryman who does his own selling is perhaps the ideal. He not only knows his stock, having grown it, but usually has a personal interest in his customers, and when he "unloads" he does it intelligently with a benefit to the customer.

Although, perhaps, contrary to the ideas of the efficiency experts, as it interferes with the system of large organization, it is by no means a bad plan to consider every man a salesman from the boss to the office boy and the general manager to the pot boy, not only in theory but by actually sending them out, keeping record of the business they bring in to the firm.

Selling is the biggest half of the nursery business yet few firms have their selling or distribution as well developed as the production.

For a well posted man, backed by a good firm, selling nursery stock is the most interesting and fascinating of games, for it is a game from start to finish and in which the winnings are always proportionate to the amount of brains and energy put into it to say nothing of the fun.

In the first place his efforts, while basically selfish, are for profit, if he is so constituted he can truthfully consider himself an apostle of Beauty whose only object in life is to raise the standard of living of his fellow men,

make the world a better place to live in although his motives may not be altruistic.

The people he meets in his travels are usually the educated and refined as they are the ones he is mostly in contact with, and if he is worthy will make friends and acquaintances among the best in the land of all stations in life, from the millionaire manufacturer with his large estate to one of the factory workers who has raised himself above his fellows by taking an interest in the surroundings of his modest home.

He meets the garden club ladies, God bless them, who perhaps rarely give an order worth while yet are his greatest helpers.

He travels in the country where the whole landscape is his display window and his customers are living in it, if he has only brains enough to know it. His wares are living things of which he can offer items for a few dollars that will be worth hundreds to the buyer in a few years.

His goods are never a finished product, he has to sell faith, well founded, and hope along with them and what is best of all that knowledge that the best rose has yet to be grown.

## REPORT OF COMMITTEE ON STANDARDIZATION OF HORTICULTURAL TRADE PRACTICE

As Chairman of the Committee on Standardization of Horticultural Trade Practice, I fear I am not competent to carry this work on in the able manner that President Kelsey has in the past. Many of you will recall the adoption of the Horticultural Standards, as recommended by your committee at the Chicago convention of 1923. Most of you, no doubt, received the pamphlet issued by the association covering these standards. I shall only undertake to touch on rules for grading ornamentals, Evergreens and Fruit Trees.

I think the rules adopted for grading deciduous trees have given general satisfaction. There are a few of our members who would prefer that caliper be taken one foot above the collar instead of six inches as provided. I think though, the large majority have been taking the caliper six inches above the collar for some years.

The grading table on Evergreens provides for using three inch series up to twelve inches, then six inches up to twenty-four inches. Then foot series up to six feet, then two feet series up. In actual practice this grading table works very good, except on slow growing varieties the six inch series up to thirty-six inches is more practical.

On deciduous shrubs the table provides that all shrubs shall be well furnished. Strong growing shrubs to be graded in six inch series up to twenty-four inches, then by single feet up to six feet. On dwarf shrubs the table should be more definite. It reads state in inches up to twenty-four inches, usually in three inch series. I recommend that the three inch series be used up to eighteen inches, and then six inch up to thirty-six inches. This will make the grade of larger-sized dwarf shrubs such as *Deutzia Gracilis*, *Spiraea "Anthony Waterer"* and *Thunbergi Philadelphus aurea*, 1½-2 feet, 2-2½ feet, 2½-3 feet. This practice is being followed by many of the shrub growers. The grade of 2-3 feet is too wide



a range for this class of shrubs.

According to the views received by correspondence from quite a number of growers, some prefer to grade by six inch series on the dwarf shrubs, making 12-18 inch grade, although a majority prefer the 12-15 and 15-18 inch series. Out of 41 replies where definite position was taken, 28 preferred the three inch series, 13 the six inch series.

I think nearly all growers are agreed on the grading of strong growing shrubs. There is, however, a difference of opinion regarding the number of canes in a standard size. In varieties that do not usually make many canes such as *Weigelia*, *Golden Elder*, *Hydrangea P. G.* and *arborescens*, most replies were to the effect that in 2-3 feet, size they should be graded three canes and up, although some prefer a 4 cane grade. On the 18-24 inch grade, 9 replies are for a two cane and up grade. 10 say they should be graded three canes and up. One or two wanted a four cane grade on *Hydrangea* in 18-24 inch size. On the 2-3 feet size, 18 favor a three cane and up grade, 4 a four cane and up grade. In actual practice some growers include two cane plants, but such plants should be placed in separate grade and sold as a two cane grade. No member in replying favored a two cane and up grade for the 2-3 feet size. The statement in the grading table that all shrubs shall be well furnished is not specific enough for apparently there is a wide difference of opinion, or rather in practice among growers as to what constitutes a well furnished shrub.

Your committee recommends specifying number of canes in our lists on shrubs that do not make many canes. For example, many growers specify number of canes on upright growing varieties of *Ligustrum* such as *Amoor River North* and *California*. If this practice is followed the customer will know better what to expect. There is too much variation in the system followed in grading the shrubs of the character referred to here, for certainly a two cane plant could not be considered a well furnished shrub. There are shrubs like *Rhus Cotinus*, *Chionthus Virginica*, and similar varieties that are scarce and will probably continue so on account of difficulty in growing. Until stock becomes more plentiful it is necessary in many instances to sell single stem plants. This can be specified in our lists.

Referring to the question of average in size, our table provides that all stock shall be graded so as to maintain an average. For example, 100 plants 12-18 inch should include enough over 15 inches to make an average of 15 inches. 2-3 feet should average 30 inches. In actual practice it has not been the custom to meet these specifications. Although correct in theory, you have to consider the way in which shrubs grow. Plants that are bushy and well furnished that run 18 inches and over, while the entire lot may not average full 24 inches, are usually included in 18-24 inch grade. We should be sure however, that such plants are bushy and well furnished. The general practice is that where a shrub is well furnished with canes that run two feet or better in height, it is included in 2-3 feet size. If 3 feet or more, then in 3-4 feet size, as may be regardless of whether shrubs average 36 inches in height or 42 inches in height. The value of such shrubs actually depending more upon the number of canes and the root system rather than the

height. I think the growers are generally pretty well agreed on this practice.

Your committee recommends that the system of three inches series on dwarf shrubs up to eighteen inches be followed.

**Fruit Trees**—The grading table for fruit trees provides that caliper be taken two inches above where the seedling top was cut off on budded trees and two inches above the top of the original graft on grafted trees. The grading table provides for minimum height on the different varieties and grades. In replies received to inquiries sent out regarding the grading table on the fruit trees forty growers approved of the standard, seven were not in favor of the change, the principal objection being on changing the 5-8 grading to 9-16. There were quite a number that did not express a preference. I only counted those that took a definite position. Most of the growers that objected to the change on the 5-8 grading were located in the East. One prominent eastern firm replied as follows: "While we believe Horticultural Standards are all right and a step in the right direction, we have not yet used them in as much as the greater portion of the larger nurserymen are not apparently adopting the system as their trade lists all show the old standard of grading. We are perfectly willing to fall in line on the new grade as soon as the other fellows do but do not want to go it practically alone. To be of benefit and work out to the best advantage all around here the new standards should be adopted by all members."

One Pacific Coast firm advised that they were able to use standard grading on two year trees, but could not do so for one year as the Pacific Coast Nurserymen have long used a different standard that is generally satisfactory and they are not willing to change it. Another leading fruit tree grower located on the Coast advised, "We are not using these standards for fruit trees as our Pacific Coast Association of Nurserymen adopted slightly different rules. We do use the standards adopted by your association in filling orders for eastern customers but have to change over for our regular run of trade west of the Rocky Mountains. We believe the grading here is too close and the caliper measure too strong. Personally we prefer your grading rules to those adopted by our association, and we expect some change to be made this summer in that direction." The Pacific Coast Standard as follows:

Measure Caliper 2 inches above the bud which produced the tree.

APPLES, CRABS, PEARS,  
SWEET CHERRIES, PEACHES  
AND APRICOTS

Caliper	Min. Height
3/4 in. up	5 ft. up
5/8-3/4 in.	4 ft. up
1/2-5/8 in.	3 1/2 ft. up
3/8-1/2 in.	3 ft. up
1/4-3/8 in.	2 ft. up
1/8-1/4 in.	1 1/2 ft. up

SOUR CHERRY

Caliper	Min. Height
3/4 in. up	4 ft. up
5/8-3/4 in.	3 1/2 ft. up
1/2-5/8 in.	3 ft. up
3/8-1/2 in.	2 1/2 ft. up
1/4-3/8 in.	2 ft. up

PRUNE AND PLUM

Caliper	Min. Height
3/4 in. up	6 ft. up
5/8-3/4 in.	5 ft. up
1/2-5/8 in.	4 ft. up
3/8-1/2 in.	3 ft. up
1/4-3/8 in.	2 ft. up
1/8-1/4 in.	1 1/2 ft. up

QUINCE

Caliper	Min. Height
1/2 in. up	4-6 ft. up
3/8-1/2 in.	3-4 ft. up
5/16-3/8 in.	2-3 ft. up

If you will analyze the Pacific Coast Standard, you



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APPLES: 2 yr. buds  
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will find that most grades provide for a difference of 2-16 the same as our standard does. They do, however, start with a higher caliper except on Quince. It would be just as easy for them to use our standard starting with 11-16 and up grade. One of the leading fruit tree growers among the California nurserymen wrote me he thought the California Nurserymen's Association would adopt our standard of grading. One eastern firm wrote as follows: "We see no reason in making 5-8 grade when we grade 11-16. We recommend either grading of fruit trees 7-16, 9-16 and 11-16, or else go back to the old standard of 1-2, 5-8 and 3-4".

In our business we have been using the revised standards for two years now on all fruit trees except apple, and have found where grading was fully up to the standard provided in the table, our grades have given general satisfaction. The standard adopted on fruit trees eliminates one grade, provides definite standard of height and uniform system for all varieties standard fruit trees. Also a definite standard of caliper for dwarf trees, but does not specify height, although the table states height should be given on dwarf trees in listing.

Your committee thinks the standards as adopted last year have proved remarkably satisfactory, and we recommend that they be continued.

There are many other features of the horticultural standards that should be presented at a later convention, for there are many things of value that are not being generally used.

Our worthy president, Mr. Harlan P. Kelsey, deserves most of the credit for the horticultural standards that have been developed. The time and energy he has given this work should be appreciated and recognized.

Very respectfully submitted.

E. S. WELCH, *Chairman.*

E. H. SMITH

E. P. BERNARDIN.

## PROGRESS IN BUD SELECTION

*By F. W. Anderson, President of Nurserymen's Bud Selection Association of California*

The Nurserymen's Bud Selection Association at their annual meeting at Fresno authorized two steps meaning much to the future of the fruit-growing industry of California:

1. The sale of selected buds to all nurserymen and fruit growers.
2. The certification of nursery trees by means of a permanent seal attached to each tree.

When the association was first organized in 1920, Dr. J. C. Whitten, Dean of Horticulture of the University of California, stated that the Bud Selection organization was the most important movement ever made for the advancement of California horticulture.

Four seasons of intense observational work followed in the best orchards in all important fruit regions of California. In addition to supplying buds to the members, high producing trees of each variety were selected as "Mother trees" and each of these supplied buds to

topwork one row in the budwood orchard established at Brentwood in Contra Costa County. Thirty acres with approximately 4,000,000 seedlings had been set aside for the purpose during the preceding season.

Peaches were budded on apricot stocks, almonds on peaches, and in similar manner each kind on a root of a different species, making it impossible for a shoot from below the bud being mistaken for the variety.

The young trees are making excellent growth and it is calculated that around five million buds will be available for distribution during this summer. After this summer, it will probably be possible to supply not less than twenty million buds annually.

This orchard, grown for budwood only, will furnish a supply adequate for all nurserymen and growers. Growers have always wanted to know where buds which grew into the trees they were buying came from. In the past nurserymen could not point them out for the simple reason that each variety came from several hundred trees in an orchard.

A brief history will give the reasons for this condition. Long before recorded history, fruit trees were grown from seed and since they did not come true to type, the best were multiplied by various methods of budding and grafting. Through all the ages buds have been selected each year and the common experience of all on which the whole nursery industry is based is that buds reproduce faithfully all the characters of the tree from which they came. They are literally "Chips off the old block."

All students of horticulture recognize that occasionally breaks occur, and mutations, commonly called bud sports occur, resulting in a tree that is different in one or more particulars. Usually these variations which are permanent, are undesirable but occasionally as in the cases of the Red Gravenstein and Red Spy apples are valuable.

Before the age of specialization when each fruit grower propagated his own trees selecting the buds from his own best trees, results were entirely satisfactory. With specialization, four separate groups came into being, one growing trees, another producing fruit, a third marketing it, and finally the consumer. Each knows little of the problems of the other.

At first the propagator, no longer a fruit grower as a rule, obtained buds from his neighbors orchards. Some continued to grow variety orchards. Further specialization resulted in each district growing only a few varieties that did best under their local conditions. This compelled the nurserymen either to send to various outside sources for his budwood or cut it from adjoining nursery rows.

"A careful man is the best safety device" and it was no longer possible for each local nurseryman to personally attend to this most important work in propagation. Results were decidedly unsatisfactory.

In California, it reached the point where different nurserymen offered five different varieties of peaches under the name "Tuscan", the same number as "Orange Clings" and numerous varieties as "Pedigreed" prunes. Necessity, as usual, compelled organization and cooperation. To avoid all possibility of error the sealing must be done while the leaves are still on the trees and nurserymen will only undertake the expense if there is a recognized demand.



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Editor .....ERNEST HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
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Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements  
should reach this office by the 20th of the month previous to the  
date of issue.

Payment in advance required for foreign advertisements. Drafts  
on New York or postal orders, instead of checks, are requested by  
the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nursery-  
men and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be  
addressed, Editor, Easton, Md., and should be mailed to arrive  
not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at  
Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., September 1924

**BUD SELECTION** Whatever may be the arguments  
pro and con on the subject of pedi-  
greed trees and bud selection The Nurserymen's Bud  
Selection Association of California shows a very definite  
effort on the part of the California Nurserymen to bring  
their products up to a high standard of dependability.

Even if it could be proved that buds are from proven or  
pedigreed trees, it does not insure the qualities from the  
mother tree being freed in her offspring. The care  
the Bud Selection Movement insures makes it more than  
worth while.

Under such care in propagation and culture, errors due  
to human frailty are reduced to a minimum. The evil of  
misnamed trees is removed and what is more important  
that feeling in the public mind that produces such legis-  
lation as the Crampton Bill.

The proper place to correct an evil is at its source and  
the source of much evil in the fruit tree industry begins  
with carelessness in propagation.

Quoting F. W. Anderson, President of the Bud Selec-  
tion Association, "The evil of trees untrue to name has  
been met in California by the leading nurserymen co-  
operating to end the chaos in nomenclature and certifying  
and guaranteeing trees as to trueness to name to  
the extent of the demand for such action.

We venture to predict that the Crampton Act would  
never be heard of again if the National Association  
would take similar action to "remove the beam from their  
own eyes."

We stand ready to cooperate and help in any manner  
possible and will gladly extend our facilities to serve all  
nurserymen everywhere."

**PLEASED TO MEET YOU** Unheralded and without flourish of  
trumpets the first issue of "News for  
Nurserymen" a business publication for  
the members of the American Association of Nurserymen  
came to this office. We heartily welcome it and trust it

will become a power in the trade by guiding the policies  
and establishing the code of ethics adopted by the asso-  
ciation until the entire nursery trade of the country is  
brought under the influence of the National Association.

Its power, under its present intended distribution will  
be necessarily limited, as it is evidently limited to circu-  
lation among members of the A. A. N. but as time goes  
on we hope it will grow and get a broader vision of its  
field of action.

Even at the risk of being considered insincere in our  
welcome, we must say we think the publicity committee  
could have adopted the nursery trade paper as their  
official mouth piece more economically and even to better  
advantage than by a separate publication. They at least  
would have the advantage of reaching non-members of  
the American Association.

The idea held by some of the members a few years ago,  
that the American Association of Nurserymen could  
follow the methods of big business and be modelled on  
the plan of a closed corporation, is fairly well exploded.  
To measure up to its heritage and opportunities, it  
must maintain its leadership in all that is best for the  
trade and this without thought of gain for its members  
other than which accrue from mutual association among  
themselves.

**WHAT IS HAPPENING IN THE SOUTH?** The West Coast Nursery In-  
dustry will have to look to its  
laurels if it wants to keep  
its reputation for leadership for initiative, enterprise and  
progress.

Something is happening in the South. It used to be  
that all south of the Mason and Dixon Line just followed  
along. Now the Southern Nurserymen's Association is  
making a noise that sounds like progress and business  
on its own initiative. From all indications the liveliness  
at Greensboro is characteristic of many other localities.

Judging from the letters and other literature being sent  
out by the various members of the Southern Nursery-  
men's Association there will be a real live convention,  
September 3, 4, at Greensboro. N. C. The officers are  
real live workers.

Sorry we cannot reproduce the line drawings that  
accompanied the following. Paul of Pomona must be a  
man of many parts.

## GOING TO GREENSBORO

Greet old friends and meet new ones at the annual convention  
of the

SOUTHERN NURSERYMEN'S ASSOCIATION  
O'HENRY HOTEL, GREENSBORO, N. C., SEPT 3-4, 1924  
YOU'RE INVITED

CONVENTION HEADQUARTERS:

O'HENRY HOTEL MAKE RESERVATIONS NOW

Rates: \$2.50, \$3, \$3.50, \$4, Single  
\$4.50 and up Double

Other hotels: Guilford, Clegg, Hiffine.  
Leave your car at Guilford Motor Car Co.  
How to profit by a convention:

1. Thru Adaptation.
2. Thru Application.
3. Thru Meditation.
4. Thru Participation.
5. Thru Communication.
6. Thru Comradeship.

All nurserymen and friends of horticulture, whether association



## VINCENNES NURSERIES

### W. C. Reed & Son, Vincennes, Ind.

We are pleased to offer for Fall 1924

CHERRY, One Year Sours, 11-16 up  
 CHERRY, One Year Sours, 9-16 to 11-16  
 CHERRY, One Year Sours, 7-16 to 9-16  
 CHERRY, One Year, 2 to 3 ft.  
 SWEET CHERRY, One Year, 5-7 ft., 4-5 ft., and 3 to 4 ft.  
 CHERRY, 2 Year  
 CHERRY, Two Year, 11-16 up  
 PEACH, One Year, Leading Varieties  
 APPLE, One Year Buds

Largest Producers of Cherry Trees in the World  
 IMPORTED FRENCH PEAR AND CHERRY Seedlings,  
 get our prices

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### FOR LINING OUT

Complete assortment of Evergreens, including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitaes, Cedrus, Taxus, Biotas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

WRITE FOR WHOLESALE TRADE LIST

Hill's Evergreen Plate Books—50 four-color prints, 25 evergreen views with descriptions, balance shrubs and roses. Size 5½x9 inches. \$3.75 each. \$4.50 with leather cover. Sent on approval.

### THE D. HILL NURSERY CO., INC.

Evergreen Specialists  
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Largest Growers in America  
 DUNDEE, ILLINOIS.

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Growers of Grape Vines and Small Fruit Plants  
 For Garden and Vineyard Planting

Established 1866

Send for Catalogue

# The Greening Nursery Company

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BORN 1850 — STILL GROWING

Are the Authorized American Representatives For

FRATELLI SGARAVATTI

Saonara, Italy

*Largest and Best Seedling Growers in Europe*

The Results We Have Had With Sgaravatti Seedling Stock Led Us To  
 Act As Their American Representatives. We Guarantee Lowest  
 Prices, Accurate Grading, Strong Root Systems and Best Quality

APPLE PEAR PLUM CHERRY  
 QUINCE RUGOSA and MANNETI

Write For Prices

Address As Above

THE GREENING NURSERY COMPANY



members or not, are invited.

All nurserymen jot down this date before too late,

And remember the 3rd and 4th of September.

Bring the Madam; send the foreman.

See Bates, of Lord & Burnham, if you need a propagating house. He put the "Green" in Greensboro.

This is a catalogue conference. Other conferences, concerning various sections of the association, will be arranged for during the convention.

Oh for a way to make cold type talk! It seems almost cruel to attempt to write a word picture of our coming Southern Convention.

Because of our location, over night from most any point, the attendance is sure to be far greater than any previous convention. This means the meeting of more old friends, the making of many new ones—a big, broad, and bright spot to remember when you return home. Just think of the thrill of watching HELLENMARIA preside!

All Rotarians be on hand Tuesday for Rotary meeting, Lions Wednesday, Kiwanians Thursday, and A B C's the "Atta Boy Club," in session every day in the week.

The program is jam up for the whole week. A little sample is—guests of the Youngs and Van Lindley Co. Wednesday afternoon for beer and barbecue dinner and auto ride to their nurseries.

"He never took a day of rest,  
He couldn't afford it.  
He never had his trousers pressed,  
He couldn't afford it.  
He never went away care free,  
To visit Greensboro to see  
How fair a place N. C. might be,  
He couldn't afford it.

"In convention halls he was never seen,  
He couldn't afford it.  
To other nurseries he had never been,  
He couldn't afford it.  
He died and left his heirs a lot,  
But no tall shaft marks the spot  
In which he lies—his children thought  
They couldn't afford it."

Don't be like the "Couldn't afford it" man—COME!

Cordially,

J. VAN LINDLEY.

### GREENSBORO IS CALLING YOU

Pack your troubles in your old kit bag and for the good of your business and the good of business in general come to the annual convention of the Southern Nurserymen's Association—O'Henry Hotel—Greensboro, N. C., September 3-4, 1924.

It's not the sights and things that make a convention, it's the men you meet and exchange ideas with.

COME, WON'T YOU?

On Wednesday, Van Lindleys and ourselves are going to feed you at a genuine barbecue. The pigs are fattening on apples and Paul says the lambs are on clover. The Bonum apples are getting ready for the eider and we hope you will come and while you are full and we hope, in a good humor, we wish to show you some of the little things we have for you.

While the convention will be held at the O'Henry Hotel and while it is safe to make reservations, there are other hotels with the following rates:

Guilford Hotel—Single, \$2.00 and \$2.50.

Guilford Hotel—Double, \$3.50 and \$4.50.

Huffline Hotel—Single, \$1.25, \$1.50, \$1.75 and \$2.00.

Remember the date—3rd and 4th.

All nurserymen and friends of horticulture are invited.

John A. Young & Sons

Nurserymen

Robert C. Young

Wholesale Nurseryman

### QUARANTINES

The following appeared in the Western Florist, Nurseryman and Seedsman of August, 1924 and is of interest to nurserymen all over the country as it is an example of inspection and quarantine carried to an extreme.

The gratifying part about it is that it is through such cases the whole subject of governmental regulations and quarantines will be brought to a focus and find itself.

Much money will be spent, much wasted, much injustice worked and much ignorance revealed, but out of it all it is to be hoped, sure methods will be evolved that will supervise the well being of the Horticulture and Agriculture of the country, without so much evidence of hysterics on the part of government officials as at the present is so prevalent.

#### AN IMPORTANT CASE

W. Dwight Pierce, Ph. D., Banning, Calif.

I am writing this article while at Prescott, Arizona, attending the hearings in the United States District Court, District of Arizona, of the case Thomas J. Smith vs. Arizona Commission of Agriculture and Horticulture.

The contentions in this case involve several points of procedure in the enforcement of that type of laws generally classified as quarantine laws. I have written a little about the case but it is well for all horticultural interests to be intimately acquainted with it, for many of the acts in question are performed or attempted by regulatory officials in all states.

In March, 1924, a Federal Horticultural Board inspector, seeking evidence of pink boll worm, was inspecting some fields of dead standing cotton of the 1923 crop, near Rillito, Arizona, and he found a specimen of the wild cotton weevil, *Anthonomus grandis thurberial* Pierce. This weevil is native in the near-by mountains on a so-called wild cotton, *Thurberia thespesioides*. The writer described it in 1913 and warned that if its native habitat in the mountains was molested, the weevils might seek cotton. Cotton has been grown in the valley almost every year and this is but the second time that the weevil has been found in the cotton.

The writer was called by the growers and after careful study of the situation, added two fields to the list of three made by the Federal inspectors. Five men putting in days of examination found five fields to contain eleven specimens of weevil.

As a result of these discoveries the Arizona Commission of Agriculture issued, on April 15, one of the most drastic orders in the whole history of horticultural regulation. They ordered a non-cotton zone embracing an entire county and parts of two others, and ordered that all cotton growing in this immense area be destroyed. The cotton then in cultivation was confined principally to one large irrigation project, and approximately 7600 acres of cotton were ordered destroyed. Much more would have been planted, but for this order. Very large areas in the non-cotton zone are capable of cotton production.

The farmers, feeling the absolute injustice of the matter, refused to destroy their crops as it was too late to plant anything else and so they obtained a restraining order and then a temporary injunction.

Now on July 15, the Court is hearing the testimony and arguments for a permanent injunction to prevent the state from taking such arbitrary action, and also a pleading on the constitutionality of the law which would permit a commission to destroy property without giving the owner a due hearing.

Out of this case, whatever its decision, there must come modifications not only to the Arizona Crop Pest Law, but to all such laws in other states, and undoubtedly it will affect animal quarantine and inspection laws.

The case at present will be tried on the basis of facts from the side of the plaintiff and theory from the side of the defense.

The dry hot climate of Arizona has played a guardian angel over the harassed cotton farmers, and at the date of trial, the crop is over half made, as fine a crop as was ever seen at this stage, and not a weevil can be found in it.

Based on the plaintiff's claim that the weevils did not exist in the present crop the court granted the preliminary injunction.

To bolster its case the state asked the Federal government for help and seven inspectors came and have been giving a fine-tooth comb inspection of the fields, without being able to find any evidence of the weevil. In addition five government technical experts have been called to testify on the technical theories in-



# BAMBOO CANE STAKES

For staking outside stock there's nothing more durable than well seasoned **BAMBOO**—we offer them in bale lots only in all of the best sizes and types:

## DOMESTIC

NATURAL 5-6 ft. 1000 per bale  
NATURAL 6-9 ft. 800 per bale  
NATURAL 9-12 ft. 200 per bale  
Heavy at butt, tapering to thin ends.

## CHINESE TONKINS

NATURAL 46 inches 1-2 to 5-8 inch diam. 500 per bale,  
Uniform thickness. Natural polish.

## JAPANESE

NATURAL 6 ft. 2000 per bale.  
Pencil thickness, cut into desired  
lengths. Also dyed green in 6 sizes.

Immediate shipment—F. O. B. cars New York. Write for list.

**McHutchison & Co.,** 95 Chambers St.  
New York City

# Kelsey-Highlands Nursery

## White and Canoe Birch Seedlings

Birch seedlings are in growth and it is not possible to forecast sizes accurately at this time. I am booking a few advance orders for Fall or Spring delivery as below, in strict rotation.

## EUROPEAN WHITE BIRCH

*Betula alba*, 6-12 in.

## CANOE BIRCH

*Betula papyrifera*, 6-12 in.

Many prefer the Canoe or Paper Birch as a budding stock. It has been found that a 6-12 in. seedling in most places is preferable to larger sizes for lining out, as the latter are apt to be too heavy by June.

**HARLAN P. KELSEY**

**SALEM : MASSACHUSETTS**

1857

1924

# BRAGG'S COMMON SENSE TREE DIGGER



REPAIRS

Always on Hand  
Send for Catalogue

Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow

**L. G. BRAGG & CO.**  
KALAMAZOO, MICH.

# UPLAND GROWN TREES

Pear Standard

Plum, European and Japan

Cherry, Sweet and Sour

Quince

Carolina-Lombardy Poplars

We have a large assortment of hardy upland grown trees for Fall and Spring delivery.

WILL BE PLEASED TO QUOTE ON  
YOUR LIST OF WANTS

**MALONEY BROS. NURSERY COMPANY**

Dansville, New York



volved in the non-cotton zone.

The plaintiff will contend that the state cannot destroy any man's crop unless it is infected, and hence cannot destroy any of this present crop.

The state will contend that the growing of cotton so near to the mountains where the wild weevils are, will be a constant menace to cotton culture in the state, and that therefore it must not be permitted.

The Crop Pest Law reads:

"Whenever an inspector discovers a pest which is injurious to the agricultural or horticultural interests of the state, and which it is practicable to eradicate or suppress, he may, with the advice under the direction of the entomologist or his assistants, notify in writing the owner, owners or person or persons in charge or in possession of the premises, buildings, or place aforesaid, that the same are infested or contain or harbor an injurious insect or other pest, and said inspector may require such person or persons to eradicate, destroy or suppress such pest within a reasonable specified time by means of the most economical and effective method available."

In no part of the law can there be found any justification of a permanent non-crop order, preventing the growing of a given crop.

In no part of the law can there be found any justification of a destruction of any property except infested property.

In no part of the law can there be found any provision giving the owner of condemned property the right to due hearing to defend his property.

The plaintiff therefore claims that the law is unconstitutional, that the orders of the commission and governor violate the constitution and common law rights of the growers, and that there is no justification of the order in fact, equity or law.

The arbitrary destruction of 7600 acres of cotton which will produce a crop with a gross value of over one million dollars when only 500 acres were ever found to contain a few weevils in the preceding crop, and where not a single weevil has been found in the present crop, brings us to the most astounding proposal of action in all American horticulture.

If the court finds the state commission of Arizona is justified in carrying out its present threatened action then whose property is safe against inspectors? What will such arbitrary expansion of power lead us to in this country?

A horticultural inspector may enter your orchard and find a single specimen of a new pest. He declares it to be very dangerous. In four neighboring orchards he finds ten more specimens. An order is issued that you must immediately destroy your orchard, and all your neighbors for twenty miles must also destroy their orchards. That is the Arizona case transposed to your own problem of the future if this unbridled license of quarantine inspectors is not checked by judicial ruling.

I have been studying Arizona weather and from the boll weevil aspect, I am greatly gratified. I believe it possible that from time to time a late fall infestation may appear in the Santa Cruz irrigation district. But the normal climate of April, May and June is such that no weevil can live through it. June soil temperatures run from 122 degrees to 170 degrees and the air temperature is over 100 degrees throughout all of June and most of the summer. The humidity runs from five to twenty-five per cent. The boll weevil is killed at 122 degrees, which, as a soil temperature, is attained with an air temperature of 95 degrees. I am confident that a system of agriculture can be derived from this valley which will make boll weevil depredations a negligible factor.

We must base our entomological practices and control measures on common sense and economics and not violate every rule of equity.

### CONFERENCE ON BLISTER RUST QUARANTINE

The Federal Horticultural Board, United States Department of Agriculture, has recently been requested by the American Association of Nurserymen to consider revision of Federal Plant Quarantine 26. This quarantine regulates the movement of currants, gooseberries, and five-leaved pines (host plants of white pine blister rust) from states east of the Great Plains to Western States. It also prohibits the movement of cultivated black currants and five-leaved (white) pines from New England into any other state.

This quarantine was established in 1917 and many

changes in the blister rust situation have taken place since that time. In view of this fact, the board has granted the request and announces that the conference will be held in their offices in the United States Department of Agriculture, Washington, D. C., at 10 A. M., September 26, 1924.

Any one interested in this matter is invited to attend this conference or to send a written statement expressing their attitude toward continuance of the quarantine in its present form. It is expected that the nursery interests will be well represented, and it is equally desirable that pine growers, forestry associations, etc., should also present their views.

### NEW YORK STATE NURSERYMEN'S ASSOCIATION

The summer meeting and outing of the New York State Nurserymen's Association will be held Saturday, September 6, 1924, and to which all nurserymen are cordially invited. The outing last year to Cobourg, Canada, on the beautiful steamship "Ontario" was so enjoyed that the committee decided to repeat it. The boat train will leave the Buffalo, Rochester and Pittsburgh Railway station on West Main street at 8 A. M., arriving at Genesee Docks at 8.30. Those who prefer, may motor to the docks off Lake avenue, this side of Charlotte, where parking space may be found for cars until the return at 8 P. M.

The tickets are \$2.00 per person for the round trip, to be procured at the railroad station or at the dock; meals will be served on the boat, at \$1.00 each, tickets for which may be procured on the boat. It is important that the steamship officials know in advance how many meals to provide, therefore, kindly indicate on the enclosed card, your intention to make the trip and your requirements, and return to C. J. Maloy, secretary-treasurer, at once.

No formal program has been prepared. A short business meeting will be held on the boat at 10 o'clock, after which the time is free to be devoted to relaxation and sociability. It is an excellent place to become acquainted and no doubt many will take advantage of the opportunity to trade among themselves.

Please note that the matter of being on time at the train or dock is important.

Train leaves the station in Rochester at 8 A. M.

Boat leaves the dock at 8.35 A. M.

### A COMMITTEE TO ASSIST PROFESSOR A. S. COLBY IN THE SMALL FRUIT VARIETY IMPROVEMENT

In the last few years we have begun to realize that the small fruits of the country have been considerably mixed up as to variety, etc. Also that there were good, bad and indifferent varieties.

The State University of Illinois under the guidance of Professor A. S. Colby, association Chief of Pomology, has taken a hold of this matter and will endeavor now, not only to straighten out the varieties, but to improve varieties of Small Fruit.

Professor Colby has asked the Illinois Nurserymen's Association to assist him in this work and accordingly the following committee has been appointed:

Mr. A. M. Augustine, chairman; Mr. George Klehm, Mr. Fred Von Oven, Mr. Robert Bryant, Mr. George Galeener.



# PEACH TREES

58,000 ELBERTA  
20,000 BELLE GEORGIA  
5,000 ARP BEAUTY  
5,000 GREENSBORO  
3,500 HILEY  
3,000 CARMAN  
3,000 MAYFLOWER

2,200 SLAPPEY  
2,000 MATTHEWS  
1,100 HEATH CLING  
1,000 J. H. HALE  
500 WONDERFUL  
200 STINSON  
200 BILYEU

Yearlings, well branched, good roots, well colored (not green), ready for early fall or spring shipment.

Say how many you will take at your price, delivered at your freight station.

We had too many seedlings last summer, but budded them anyway, and now have more trees than our regular trade will probably use, therefore these trees are on the market at your price.

*Name Your Figures, We Will Probably Trade*

**THE HOWARD-HICKORY CO.**  
HICKORY, N. C.

## TREE HYDRANGEA

Strong, two year old. Fine stock.

## BUSH HYDRANGEA p. g.

Strong, 3 year, heavy, well rooted plants, 2 to 3 and 3 to 4 feet.

Order now. Why wait until the last minute? Write for prices, stating quantity you can use.

Also full line of shrubs.

**THOMAS B. MEEHAN CO.**

*Wholesale Nurserymen*  
DRESHER, PA.

## Apple and Peach in Surplus

*We Have the Following*

apple and peach in excess of our wants for our retail trade which has been grown under the best of culture and cannot be outlashed by any Nurseryman in the Country. Apple grades run in the 11-16 and up 5 to 6 foot grade and in the 5-8 to 11-16th grade, Varieties Grimes Golden, York Imperial, Rome Beauty, North Western Greening, Gano, Maidens Blush, Wine Sap. Peach run in the 4 to 5 foot grade 3 to 4 foot and 2 to 3 foot grades, Stump the World, Champion, Carman, Belle of Georgia, Brackett. Can furnish both Apple and Peach in car load lots and will make an interesting price on both lots of 10,000 or more, there is no better stock offered the trade and samples will be furnished on request, write for special quotations by letter.

**THE BOUNTIFUL RIDGE NURSERIES**  
Princess Anne, Maryland



## Obituary.



### L. J. TUCKER

Nurserymen will regret to hear of the death of Mr. L. J. Tucker, Secretary-Treasurer of the McKay Nursery Company.

Mr. Tucker died at the Bradley Memorial Hospital, where he was taken following an attack of typhoid fever. A week previous he had planned a trip with his family to Yellowstone Park.



*The Late L. J. Tucker*

Mr. Tucker was quite well known among Nurserymen throughout the country, especially to members of the National Association. He recently served as Chairman of the Vigilance Committee of this Association.

He was born in Pardeeville, and educated in the public schools, followed by a collegiate course. He was principal of several High schools in Wisconsin and one year County Superintendent of Columbia County.

Mr. Tucker was fifty-two years of age; twenty years ago he entered the service of the McKay Nursery Company as a salesman. He arose in the management of the Company's affairs until at the time of his death he was Secretary-Treasurer of the Company. He was always a loyal and efficient worker and a great deal of credit is due him for the growth and progress of the Company and his death will be a great loss and much regretted by his family and numerous friends.

He was also Secretary-Treasurer of the Retail Nurseryman's Association.

Mr. Tucker leaves a widow and one daughter.

### JASON H. AUSTIN

Jason H. Austin, sixty-five years of age, died at his home, Hobson road, near Nashville, Tennessee.

Mr. Austin was connected, until his death, with the Commercial Nursery Company, Dechard, Tenn. He had

been with this concern since its organization some twenty years ago.

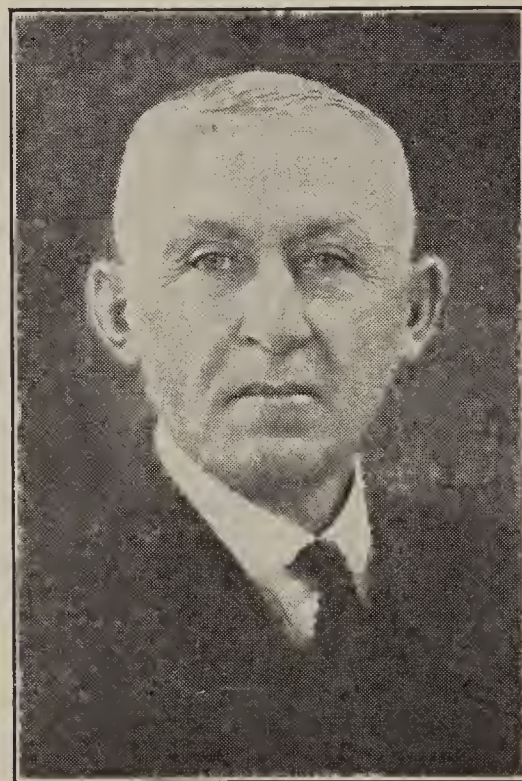
In his early life he was a fruit tree agent and made his start selling fruit trees. For many years he was connected with the County Court, being a member almost continuously for thirty years. An earnest worker in all matters before the Court effecting the County's interest and was especially interested in the upbuilding of rural schools.

He is survived by his wife, Mrs. Emma Richard Austin and her daughter, Mrs. George C. Cone.

### A. S. RILEY

The trade will be much shocked to hear of the death of Mr. A. S. Riley, president of the North Star Nursery Company. He died at his home, following a severe stroke of apoplexy July 28th.

Mr. Riley was born at Melrose, Wisconsin, August 9th, 1866, a few years later going with his parents to Marshall, Minnesota. He stayed on the farm with his parents until sixteen years of age when he took up the study of telegraphy, later going to work on a town newspaper—The Marshall Messenger and the Clear Lake Advocate. Becoming dissatisfied with the printing business he moved to Wisconsin and was for a few years in the employ of the Wampum Nursery Company. Later he entered a partnership with the late J. P. McKay, this



*The Late A. S. Riley*

tie remained unbroken until the death of Mr. McKay dissolved the firm. Mr. Riley's interests were disposed of to the McKay Nursery Company. Later Mr. Riley formed the North Star Nursery Company, which was a success from the start.

Mr. Riley is survived by his wife and two daughters.



# BERBERRY THUNBERGII SEEDLINGS

(Largest Growers in the World of)

**QUALITY STOCK AT QUALITY PRICES**

Ampelopsis Veitchii Seedlings      Ampelopsis Englemannii Seedlings

Ibota Privet Seedlings

**GENERAL LINE OF FRUIT AND ORNAMENTALS**

*Let Us Quote on Your Wants*

**C. E. WILSON & COMPANY**

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## WOOD LABELS

**Dayton Fruit Tree Label Co.**

Dayton : Ohio

## Color Prints from Photos of Horticultural Subjects

Will Sell Your Nursery Stock. We Specialize in Plate Books, Folios, Maps

WRITE FOR SPECIAL OFFER

PROCESS COLOR PRINTING CO. (formerly CHRISTY Inc.)  
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## California and Amoor River Privet

Barberry Thunbergii: 2, 3 and 4 year.

Asparagus and Rhubarb.

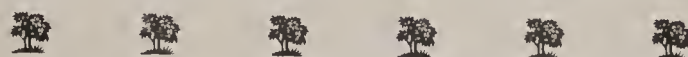
**Peach in Assortment**

Spireas, Hydrangeas and Deutzias  
in assortment. Lombardy Poplar and  
Evergreens with a good assortment of Retinos-  
poras and Boxwood.

Can supply the above in quantities.

*Prices Right. Mail Want List.*

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Westminster, Md.



## THE COLE NURSERY COMPANY

**Painesville, Ohio**

W. B. COLE, President.

FRUIT TREES—Especially, Dwarf Apples, Pears, Plums, Peaches.

SMALL FRUITS—Grapes, well grown, Asparagus, Currants.

SHADE TREES—Our general good assortment. Root Pruned.

EVERGREENS—Fair assortment.

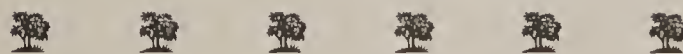
SHRUBS—Deutzia Gracilis, Deutzia Lemoinei, 500,000 Privet, California, 2 years. Spirea, 20 sorts. Weigelia Eva Rathke, Weigelia Variegated, Weigelia Candida.

VINES—Strong Plants. Honeysuckle, Halls. Clematis Paniculata. Aristolochia Sipho, 2 years.

ROSES.

PERENNIALS—Large Assortment. Phlox especially. Strong Plants.

*Let Us Quote You*



# LABELS FOR NURSERYMEN

**THE BENJAMIN CHASE CO.**  
**DERRY N. H.**

When writing to Advertisers please mention the National Nurseryman.



### BRITISH APPLE OUTLOOK

The English apple crop of 1924 will be much below the 1923 production estimate of 3,608,889 barrels, according to cabled advices from Edward A. Foley, American agricultural commissioner at London. The current crop in the counties of Essex, Lincoln, Cambridge, and Norfolk is 50 per cent below last year. Kent, Middlesex, and Somerset report a 10 per cent decrease and Worcester 30 per cent. Cooking apples are 20 to 30 per cent below the 1923 yield. Cider apples fell off 20 to 40 per cent. Dessert varieties have made a light crop.

June estimates of the Canadian apple crop place yields at 3,716,630 barrels, which is about 16.6 per cent below the 1923 figure of 4,459,850. Fruit crops are largely determined at the time the blossoms fall in the spring. There is little chance, therefore, for a revision of these figures other than downward, either in Canada or England. With fewer Canadian apples offering competition in England and a short domestic crop, the outlook in English markets for American apples is good.—Crops and Markets.

### AN APOLOGY

Last month, beginning on the first page, we published the address by H. F. Hillenmeyer, Lexington, Kentucky, entitled "Some Experiences With Summer Planting." By an oversight the author's name was not given for which we sincerely apologize.

### OHIO STATE NURSERYMEN'S ASSOCIATION

The Ohio nurserymen met in Cincinnati at the W. A. Natorp Co., on August 20th. About 75 members were present and attended luncheon and short business session at the Bond Hill House. The general feeling of the nurserymen was that there was no large surplus of stock in the country and that demand would probably be better than preceding season.

The members were entertained by banquet at the Zoo after which all enjoyed the ice skating and other amusements furnished by the committee. The following day an automobile tour was taken through Mt. Airy Forest, a very picturesque and natural planting fostered by the city; Spring Grove Cemetery and many other interesting points.

Luncheon at Meeklenberg's Garden added new life to the party. The meeting was concluded by a boat ride on the Ohio River to Coney Island.

The following new members were admitted to the association: C. T. Waldorf, Painesville, O.; Wilbur Dubois & Son, Madisonville, O.; The Templin-Crockett-Bradley Co., Cleveland, O.; S. H. Swartztrauber, Floral Gardens, Eaton, O.

### PACIFIC COAST ASSOCIATION OF NURSERYMEN

*C. A. Tonneson, Executive Secretary, Burton, Wash.*

The Yakima convention of the Pacific Coast Association of Nurserymen was well attended by members from

the different states and provinces within the association territory.

The association unanimously expressed approval of the policy adopted three years ago with reference to business ethics based on good will, fair play and a square deal to customer, competitor and supplier. Definite specifications with regard to materials, manner of handling stocks and in the conduct of business, was emphasized a fundamental essential. It was urged upon all members to continue endeavors to conform to high standards.

The association also emphasized approval of the policy and system established at the Spokane convention, by means of which power is conferred, through the Board of Trustees to the Executive Secretary for compiling statistical information covering demand and supply of nursery stock in all the territory embraced and markets reached by the nurserymen, growers and distributors. It was also recognized that the plan empowering the Executive Secretary to call meetings of the nurserymen in the various sections concerned, when it appeared necessary for the different groups, as a body, to take such action as they saw fit to co-ordinate the seedling and fruit tree stocks with supply and prospective demand, had been of untold benefit in stabilizing the nursery business. Members are urged to follow more closely deductions made as a result of the statistical surveys for the benefit of each, individually and mutually for all concerned.

Deductions made from reports covering the past year's work indicate that averages of demand and supply should be based on a term of five to ten years when supplying planters in commercial fruit sections, because the fruit distributing agencies find that the development of fruit markets is a matter of gradual growth subject to periodical fluctuations. Therefore each nurseryman for his own safety, should figure only on a gradual increase based on average plant for several years past, at the same time watch the commercial fruit market barometer, closely, for prospective variations. For example: A normal yearly demand for Italian prune trees is about 750,000, while the supply in the nurseries for the planting season 1924-1925 is about 512,000. The demand by planters has been below normal for the past two years and while it can not be definitely determined until later in the season it is not likely that demand will be up to normal, but with a cleaned-up, rising fruit market all good trees of this variety, available, should be required by planters.

In pear and apple trees the supply is more nearly up to normal. Surveys indicate that in 1922, on the entire Pacific Coast, there was planted by fruit growers approximately 1,500,000 apple trees, while in 1923 the demand fell below normal, something like 40%. The supply of apple trees for season 1924-25 is about 1,100,000, while indications are the demand will not be up to normal. If 25% of yearling apple trees in each of the nurseries growing for commercial planters is held over for 2-year-old stock then supply and demand for the coming season will be more nearly co-ordinated. In pear the 1922 plant of fruit growers on the entire Pacific Coast was about 1,200,000 trees. Comparing this as normal the demand in 1923 was far below normal while the supply was above. Indications for season 1924-25 are that the demands for pear will be more nearly normal, but the supply is over 1,500,000 trees, therefore if 25% of the year-



# THE SHENANDOAH NURSERIES

Fifty-four years in **SHENANDOAH, IOWA**

For Fall 1924 We Have a Good Assortment But Especially Call Your Attention to the Following:

## APPLE

One and Two Year  
All Leading Varieties

## CHERRY

One and Two Year  
Eastern and Western Grown

## PEACH

Old and New Kinds

## APRICOT

Fredonia and Ohio Grown

## GRAPE

## PLUM

Americana, Hansens', Japanese, European and Compass.  
Also some of the new Minnesota sorts.

## GOOSEBERRIES AND CURRANTS

Strong Grades

ACRES OF SHADE TREES, FOREST TREE SEEDLINGS, ORNAMENTALS AND ROSES

WE SPECIALIZE IN

APPLE AND JAPAN PEAR SEEDLINGS

IMPORTED FRUIT TREE STOCKS

APPLE GRAFTS

*Send us your want list*

*Glad to quote*

A. F. LAKE, *President.*

C. B. LAKE, *Vice-President.*

R. S. LAKE, *Secy.-Treas.*

We Are Large Growers of Fruit and Nut Trees, Ornamentals and ROSES. Give Us a Trial. We Know the Quality of Our Stock Will Please You.

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JACKSONVILLE, FLORIDA

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I am now booking orders for: TREE and SHRUB SEEDS, PEACH PITS, MAZZARD AND MAHALEB CHERRY, MYROBOLAN PLUM, FRENCH CRAB APPLE, FRENCH, JAPAN, CHINESE AND KIEFFER PEAR SEED.

All seeds of new crop and best quality. Send for my catalogue.

**THOMAS J. LANE**

SEEDSMAN

DRESHER, PA., U. S. A.

## PLACE YOUR ORDERS NOW

Good sphagnum will not be plentiful this year. Write at once for prices by the bale or carload in

## AMUNDSON SPHAGNUM MOSS

Clean, properly dried—the best material you can get for packing nursery stock.

**A. J. AMUNDSON CO.**

**City Point, Wis.**

## PIEDMONT FORESTRY CO.

BOUND BROOK, N. J.

NOW READY

Fall 1924—Trade List—Spring 1925

*Write For It Today*

Large Assortment of

EVERGREEN SEEDLINGS, TRANSPLANTS AND LINING OUT STOCK. ALSO SHRUBS AND SHADE TREES

## AMERICAN FLORIST'S TRADE DIRECTORY

*Edition Price \$5.00, Postpaid*

For Sale by

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HATBORO, - - - PA.

## WELLER'S BETTER PEONIES

3-5 Eyes, plus roots

September Delivery

ALBATRE, white

ALBERT CROUSSE, rose, white

AUGUSTINE d'HOOR, red

BARONESS SCHROEDER, pink

BOULE De NEIGE, white

CLAIRE DUBOIS, pink

COURONNE d'OR, yellow

EDULIS SUPERBA, pink

FELIX CROUSSE, red

FESTIVA MAXIMA, white

KARL ROSENFELD, red

LIVINGSTONE, pink

MADAME CALOT, blush

MAD. DUCEL, pink

MME. EMIL LEMOINE, flesh

MELLE. LEONIE CALOT, blush

MARIE CROUSSE, salmon

MIKADO, Japanese red

MONS. KRELAGE, red

MONS. MARTIN CALUZAC, maroon

PRESIDENT TAFT, blush

RUBRA SUPERBA, red

SARA BERHARDT, pink

TRIOMPHE De L'EXP. De LILLE, pink

DIELYTRA SPECTABILIS

Write for Prices

**WELLER NURSERIES COMPANY, INC.**

PERENNIAL SPECIALISTS

**HOLLAND**

**MICHIGAN**



ling stock is held over it will serve to stabilize the market for this class materially.

The supply of cherry trees is up to normal. The sweet cherry is most largely a domestic proposition and the variation in supply and demand is not extreme. The sour cherry has been strongly demanded for canning purposes, but market was weaker this season and likely demand for trees will be below normal to some extent.

Apriecot and French prune trees are fully up to normal supply on the entire Pacific Coast. Peach trees are above normal in California, while in some districts in Oregon and Washington the supply is below normal.

The planting of these classes is not likely to reach normal but present indications are that the demand will be greater than last year.

Nurserymen generally are of the opinion that for the season 1925-26 the demand for fruit trees by commercial planters will be below to some extent. If this forecast is correct then every nursery growing for the commercial trade will benefit by keeping the bud list this season for trees to be delivered 1925-26 below normal. Those who have ignored the plan of co-ordinating supply and demand have themselves taken the heaviest losses in proportion to their operations. The over supply of fruit tree stocks for the commercial trade in 1923 and at intervals in years previous, it appears, was caused from lack of information concerning demand and average market expansion, rather than any premeditated desire to violate the pledge of a square deal to the competitor, but in either case the violator in excessive production causes his own infliction while also injuring others.

In making up bud lists for domestic orchard planting trade the sales record of the previous year may safely be used as guide as in that avenue there is no extreme variation from year to year.

In the matter of ornamental stock production and trade, the demand continues to increase faster than supply, according to the report of the Landscape Committee. The Boise convention will be long remembered for the educational suggestions and ideals there adopted by this association to "Make the Home a Picture." The hit and miss style of planting ornamental stock has been relegated and the work of the ornamental plant department of the trade may be pushed with all the energy and power nurserymen are able to command. Surveys are necessary to determine how much faster the coniferous trees, broad leaf evergreens and perennial plants should be propagated and how much to slow up, in time, on Van Houtte and other deciduous shrubs. When the supply is more definitely proportioned to demand then the association will profit by giving more attention to periodical advertising.

The 1925 convention will be held at Portland, Oregon.

Editor National Nurseryman,  
Easton, Md.

Will you please advise us the best way to stratify Juniper and Crataegus seeds and how should they be managed and sowed for the best results?

Is there any way that shrub cuttings can be rooted in clay soil?

How is the best way to root evergreen and boxwood cuttings? When should the cuttings be made and how

is the best way to manage them for the best result?

Can evergreens, ornamentals and shrubs be grown from seed successfully in clay soil, and what is the best method for them?

E. W. J.

To stratify Junipers and Crataegus seed it should be mixed with sand, placed in a box and buried in the ground until the time comes to sow the following season.

We are afraid you would not be very successful in rooting cuttings in clay soil as a sandy soil is almost essential for this purpose. Such plants as privets, willows, shrubby dogwood, weigelas, spiraeas, etc., will grow readily from hardwood cuttings. These are made in the winter by cuttings about 8 inches long, tied in bundles and stored away in sand in the cellar until spring when they are lined out in nursery rows. It is best to select a piece of ground that holds the moisture fairly well, yet is well drained and a sandy loam is preferable to heavy clay soil.

Evergreen cuttings should be put in in the fall. The process is rather too long to explain in this column as there are so many different kinds and it depends entirely on the facilities you have as to what results you would get.

Most evergreens and shrubs can also be grown from seed but you would find a clay soil is not very good, it would be far better to dig the beds up and give it a liberal dressing of sand or leaf soil to thoroughly lighten it. If you sow in clay soil it is likely to bake in dry weather and the results are not likely to be very satisfactory.

There is a very excellent book that would give you all of this information in detail—it is the "Nursery Manual" by L. H. Bailey.

We gather from your letter your principal difficulty is heavy soil and a shortage of water, or difficulty in supplying water. These conditions are not very favorable for raising plants from either cuttings or seed and you will have to provide sand and moisture in some way.

As a rule frames are used for growing both seeds and cuttings and you would find it a very good investment to build frames so that you could cover with sash or slats and keep the plants where you can look after them in their young state before planting them out in the nursery rows.

## PLANT TREE SEEDS

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## YOUR FUTURE STOCK

SEND FOR PRICE LIST

OF

Tree, Shrub, Evergreen, Perennial and  
Fruit Seeds

**CONYERS B. FLEU, JR.**

GERMANTOWN, PHILA.





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**HOWARD ROSE CO., Hemet, Cal.**

HYDRANGEA P. G., SPIREAS eleven varieties, PHILADELPHUS seven varieties, DEUTZIAS, ALTHEAS, TAMARIX, WEIGELAS and other hardy shrubs, AMERICAN ARBORVITAE 2 to 4 ft., EUROPEAN SYCAMORE, CATALPA BUNGEI, SILVER MAPLE, ROSES, GRAPES in one and two year, BLOWERS BLACKBERRY, CALIFORNIA PRIVET two year, PEACH, APPLE, PEAR, PLUM, CHERRY and QUINCE.

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Seedlings

**BLACKBERRIES  
EARLY HARVEST and MERSEREAU**

Root Cutting Plants

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**SEROTINA** (Japan Wild Pear)  
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Also **PEACH PITS, ROSA MULTIFLORA** and **KOREAN BOXWOOD**

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Plants that Please Established 1906 Seeds that Yield  
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A choice lot of PLATT RIVER CEDARS, AUSTRIAN, SCOTCH and JACK PINES and Biota up to ten feet in height.

Also several thousand BERBERIS THUNBERGII in 24 to 30 inch grade.

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**WANTED****Wanted — High-Class Man**

By reliable, prosperous and up-to-date Nursery Company located in Middle Western States. Party must thoroughly understand propagating and growing general assortment of nursery stock, including Fruit Trees, Ornamental Stock, etc. Must be capable of taking full charge of nursery, comprising about 200 acres. Must also have experience in packing, grading, handling of men, properly keeping of nursery records, etc. Will sell interest to right party should they prove themselves capable and reliable. Unless you have real ability do not apply. All correspondence will be considered strictly confidential.

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First-class man to assist in running two nurseries two miles apart. Salary according to proven ability. Must have experience handling labor efficiently in propagating, growing, shipping, etc., Northern experience preferred. Give education, details of experience, references and previous salary in first letter.

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**FOR SALE****FOR SALE**

1,300,000 choice grape cuttings, mostly Concords, now growing for the coming winter and spring trade. Your inspection of these fields invited.

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We also have Root Cutting plants in Eldorado, Blowers, Ward and Snyder Blackberries.

Let us quote you prices on your list of wants, they will be right.

Our stock is guaranteed—and we give prompt service.

When in Fredonia call and see us and our stock.

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APPLES, 1 and 2 year Buds

PEACHES, 1 year

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SHADE AND ORNAMENTAL TREES

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CALIFORNIA PRIVET, 2 year, 2-3 ft. and 3-4 ft.

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Special Price on Carload Lots

We want EVERGREENS, 18 inch and up, also LINING OUT STOCK of all kinds. Send us your want and surplus lists.

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For Sale or Exchange

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4500 Elberta

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Eminent plantsmen have put eight years of gratuitous work on this book. There are 40,000 entries in one carefully cross-indexed, alphabetical list that covers 546 pages. All plants introduced to American horticulture to as late as January, 1923, are listed, including the varietal names of the rose, iris, apple and similar groups. The best common and scientific name for each has been adopted for general use. The name you know a plant by is there—you can see at a glance whether or not it is correct.

Hon. Henry Wallace, Secretary, U. S. Department of Agriculture, says "It should make possible a new era in the make-up and usefulness of American nursery catalogues."

Peter Bissett, Plant Introducer, U. S. Department of Agriculture says "this will undoubtedly be very helpful to me in my work in this office."

Standardized Plant Names is published in two editions; the standard edition, blue cloth binding at \$5, postpaid; the pocket edition on thin India paper with limp covers at \$6.50, postpaid. Send your order to

**THE NATIONAL NURSERYMAN**

HATBORO, PENNA.



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Per 100 and per 1000

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Hemlock 6-12''	White Spruce 6- 9''
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Rhododendron Maximum and Kalmia Latifolia  
4-8''      8-15''      18-24''

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Growers of First Quality Pecan Trees. Dependable for giving profitable returns. All standard varieties. Place orders now.

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At very attractive prices

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APPLE, PEACH, FIGS, GRAPES, ASPARAGUS ROOTS, CALIFORNIA PRIVET, CLIMBING ROSES, ORNAMENTAL SHRUBS, and lining out stock for Fall 1924 and Spring 1925.

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of the better class for the best class. Grown by experienced propagators long at the business. Get on our order book. You won't be sorry—Get next our trade list. Wholesale only. We want free seed and hardwood cuttings.

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than sold by

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Tree Seedsmen Since 1897

Ask for prices on your needs.

APPLE, PEACH, PEAR AND PLUM TREES. GRAPE  
VINES. NEW CROP NATURAL PEACH SEED.

Let us quote on your Wants

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Screened and Collected Where Diseases are Unknown

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ESTABLISHED 1893

# THE NATIONAL NURSERYMAN

INCORPORATED 1902

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HATBORO, PENNA.

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A WIDE-AWAKE PAPER FOR

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**Palms and Greenhouse Stock, Roses in Bush, Stand-  
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Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas,  
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Our list quotes lowest prices.

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A Fine Lot of

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(Sole Agents)

NEWARK - NEW YORK

## BROAD-LEAVED EVERGREENS FROM THE BLUE RIDGE REGION

We can ship at once carloads of KALMIA LATIFOLIA,  
extra select clumps, 1½ to 5 feet.

We can also meet your requirements in Stenanthium  
robustum, Trillium grandiflorum, Lilium grayi, and L.  
superbum, Cypripedium spectabile, Leucothoe catesbaei,  
Pieris floribunda, Viburnum cassinoides, Azalea canescens,  
A. nudiflora, A. vaseyi, Rhododendron maximum, R. Caro-  
linianum, R. catawbiense.

Price List Will Be Mailed Promptly on Request

**E. C. ROBBINS,** Pineola, North Carolina

The cheapest and best material for Budding and Tying  
is RAFFIA. We can ship promptly. Standard Brands:-  
RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.  
Write for prices.

**THOMAS B. MEEHAN CO., Dresher, Penna.**



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We Still Have a  
Large Stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Rhododendron Carolini-  
anum and Azalea  
Kaempferi.

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### FRAMINGHAM NURSERIES

Framingham, Mass.

251  

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

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WRITE FOR PARTICULARS

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### American Steel Band Co.,

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PITTSBURGH, PA

# L. R. TAYLOR & SONS

*Topeka Nurseries*

TOPEKA - - - KANSAS

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## Preferred Stock

*For Fall 1924*

### Trees

Apple : Peach : Plum : Cherry : Apricot

### Seedlings

Apple : Plum : Pear : Cherry

### Grafts

Apple

Pear

Write for Prices.

*Satisfaction Guaranteed.*

# YES

the foliage is still perfect on our blocks of

## CHERRY

both one and two year, and there's a reason  
for it. Come look them over and be con-  
vinced, or, if you can't come, ask for sam-  
ple. Never had a better lot of trees to offer.

Leading Commercial Varieties, All Grades

Ask for prices on Car Lots

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### Knox Nursery & Orchard Co.

*(Successors to H. M. Simpson & Sons)*

VINCENNES, IND.



# HARRISON GROWN SHADE TREES



## SHADE TREES

### NORWAY MAILE

2-2½-in. cal. 3½-4-in. cal.  
2½-3-in. cal. 4-5-in. cal.  
3-3½-in. cal.

### ASH-LEAF MAPLE

8-10 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
14-16 ft., 1¾-2-in. cal.

### SCHWEDLER'S MAPLE

12-14 ft., 1½-1¾-in. cal.  
14-16 ft., 1¾-2-in. cal.  
2-2½-in. cal.  
2½-3-in. cal.  
3-3½-in. cal.

### SUGAR MAPLE

6-8 ft. 8-10 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
14-16 ft., 1¾-2-in. cal.  
2-2½-in. cal.  
2½-3-in. cal.

### SILVER MAPLE

6-8 ft. 8-10 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
14-16 ft., 1¾-2-in. cal.  
2-2½-in. cal.  
2½-3-in. cal.

### BLACK ASH

7-8 ft. 8-10 ft.  
10-12 ft., 1¼-1½-in. cal.

### PURPLE BEECH

8-10 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
1¾-2-in. cal.

### AMERICAN ELM

5-6 ft. 7-8 ft.  
6-7 ft. 8-10 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
1¾-2-in. cal.  
2-2½-in. cal.

### EUROPEAN HORSE-CHESTNUT

7-8 ft.

### AMERICAN LINDEN

12-14 ft., 1½-1¾-in. cal.  
1¾-2-in. cal.  
2-2½-in. cal.

### EUROPEAN LINDEN

6-7 ft. 7-8 ft.

### PIN OAK

4-5 ft. 6-7 ft. 8-10 ft.  
5-6 ft. 7-8 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
14-16 ft., 1¾-2-in. cal.  
2-2½-in. cal.

### RED OAK

4-5 ft. 6-7 ft. 8-10 ft.  
5-6 ft. 7-8 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
2½-3-in. cal.  
3-3½-in. cal.  
3½-4-in. cal.  
4-5-in. cal.

### SCARLET OAK

4-5 ft. 7-8 ft.  
5-6 ft. 8-10 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
2½-3-in. cal.  
3-3½-in. cal.  
3½-4-in. cal.  
4-5-in. cal.

### CAROLINA POPLAR

6-7 ft. 7-8 ft. 8-10 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
1¾-2-in. cal.  
2-2½-in. cal.  
2½-3-in. cal.

### LOMBARDY POPLAR

6-8 ft. 8-10 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
14-16 ft., 1¾-2-in. cal.  
16-18 ft., 2-2½-in. cal.  
18-20 ft., 2½-3-in. cal.  
3-3½-in. cal.  
3½-4-in. cal.

### TULIP POPLAR

6-8 ft. 8-10 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
1¾-2-in. cal.  
2-2½-in. cal.  
2½-3-in. cal.  
3-3½-in. cal.

### ORIENTAL PLANE

6-8 ft. 8-10 ft.  
10-12 ft., 1¼-1½-in. cal.  
12-14 ft., 1½-1¾-in. cal.  
1¾-2-in. cal.  
2-2½-in. cal.  
2½-3-in. cal.  
3-3½-in. cal.  
3½-4-in. cal.

### MAIDENHAIR OR GINKGO

5-6 ft. 7-8 ft.  
6-7 ft. 8-10 ft.

### CATALPA BUNGEI (Umbrella Tree)

4-6-ft. stem, 1-yr. head

### GOLDEN BARKED WILLOW

8-10 ft. 10-12 ft. 12-14 ft.

## HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



OCTOBER 1924

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**  
Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

*E. S. WELCH, PRES.*

**SHENANDOAH, IOWA.**

Forty-nine years in the wholesale nursery business have  
made the Mount Arbor Nurseries nationally known.

### OUR SPECIALTY

A large and complete line of general nursery stock for  
the wholesale trade including:

FRUIT TREES, SMALL FRUITS  
ORNAMENTALS, ROSES, PERENNIALS  
PRIVET, AMOOR RIVER NORTH  
FRUIT TREE STOCKS

French and American Grown

Submit us your complete list of wants, and we will be  
glad to give you the benefit of our best prices. Fall trade  
list issued early in September.

## BUNTING'S NURSERIES

Specialize in growing the following stock for the  
wholesale trade. Can do items listed below in Car  
lots or less. Complete list of varieties.

PEACH TREES

APPLE TREES

PEAR TREES

GRAPE VINES

1 and 2 yr.

ASPARAGUS ROOTS

1 and 2 yr.

STRAWBERRY PLANTS

CALIFORNIA PRIVET

BARBERRY THUNBERGII

FLOWERING SHRUBS

ROSES

EVERGREENS

ETC.

## BUNTING'S NURSERIES

G. E. Bunting & Sons, Proprietors

Selbyville : Delaware

## TO THE TRADE

Place your orders early for coming spring  
delivery. We have already sold our entire  
supply of one item of 300,000 plants.

Won't you please check our bulletin? Many  
items listed today we will not have later.



**C. R. BURR & COMPANY, Inc.**

GENERAL NURSERYMEN

MANCHESTER : CONN.

We do not sell at wholesale to retail buyers.



## *The Preferred Stock*

### OUR PRICE LIST

A Worth While One

*Our General Price List Will Be  
Mailed on September 6th*

It is one that you will be interested in looking over and will prize for reference, not the kind that finds its way into the waste basket.

If you have not received it by September 10th, write us for a copy of it, and to have your name placed on our mailing list. Use printed stationery or a billhead, or enclose business card. These Price Lists are sent to the trade only.

How about your Fall requirements? It is not too early to be getting them covered. Shortages in some lines are already indicated.

We are booking reservations now. Business is good. Sales are 10% ahead of the same last year, and last year was the biggest ever.

Don't wait too long!

*Rosegrowers and Nurserymen*

**Jackson & Perkins Company**  
*Wholesale Only*  
**Newark, New York.**

## French Fruit Stocks

Dec. or Feb. Shipment from France

**Pears, Apples, Mahalebs, Mazzards,  
Myrobolans, Quinces, Manetti, Etc.**

From Vincent Lebreton's Nurseries, Angers, France

### HARDY LILY BULBS

**Auratum, Rubrum, Album, Magnificum**

Case Lots—Shipment for December on

### FALL BULBS

**Dutch Bulbs, Paperwhites, also French Bulbs,  
Freesias, Callas, Gladioli, Rose Seeds, etc.**

### BAMBOO STAKES

Japanese Natural or Dyed Green. Domestic Natural,  
Chinese Tonkin Stakes

### RAFFIA

Red Star and Two Other Brands of Natural,  
Also Dyed in 20 Colors

Write for prices stating your requirements

**McHutchison & Co.,** 95 Chambers St.  
New York City

## YAKIMA VALLEY GROWN SEEDLINGS

Sales have been good. Previous customers have been well pleased and we are sold close on many items but are still quoting our fine home grown

**MAHALEBS MAZZARD**

Also Some Splendid

**NORWAY MAPLE**

3 to 4 Foot Grades

4 to 5 Foot Grades

*Car Load rates to some distributing point near you.*



**Washington Nursery Co.**  
**Toppenish, Wash.**  
In the famous Yakima Valley

## Cherry Trees! Cherry Trees!

*The Best That Can Be Grown!*

**Sweet and Sour One and Two Year  
Car Lots or Less**

We also offer for Fall and Spring a general assortment of Standard and Dwarf Apple, Standard and Dwarf Pear, Plum, Quince and Peach—TRUE TO NAME.

*Write For Our Attractive Prices*

**KELLY BROTHERS' NURSERIES**  
**DANVILLE, N. Y.**





# **PAINESVILLE      NURSERIES**

The illustration shows the gracious beauty and utility of one of the best and most popular shrubs (**Spirea Van Houtte**)—which we grow in quantity. But a general nursery cannot live by shrubs alone, so we want you to please note that the bulk of our acreage is occupied by

## **TREES**

A complete list of standard varieties in **Fruit Trees** of all kinds; with every desirable kind of **Small Fruits**, **Ornamental Trees**—both **Deciduous** and **Evergreen**—in very complete assortment. **Deciduous Shrubs**, **Hardy Field-grown Roses**, and **Hardy Perennial Plants** of every practical type, are important departments in our production.

An extensive **Green House** system and **Seed** business complete the elements which make us a

### **LEADING DEPARTMENTAL NURSERY**

*Our fall catalogs and price lists are mailed; and we will appreciate your orders for immediate delivery, or winter storage.*

## **THE STORRS & HARRISON CO.**

**NURSEYMEN --- FLORISTS --- SEEDSMEN**

**ESTABLISHED  
1854**

**PAINESVILLE, OHIO.**

**1200 ACRES  
45 GREENHOUSES**



## J. H. SKINNER & CO.

Topeka

Kansas

*We Offer*

**Apple, Cherry, Peach, Plum  
and Kieffer Pear Trees**

**Apple Seedlings**

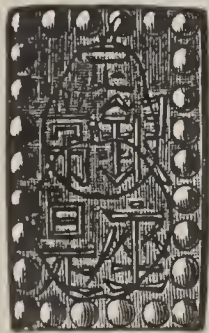
**Japan Pear Seedlings**

**Forest Tree Seedlings:**

**Black Locust**

**Honey Locust**

**Catalpa Speciosa**



**We Are Offering a Complete  
Line of Real High Quality**

**FRUIT TREES**

**ROSES**

**HEDGE PLANTS**

**and**

**EVERGREENS**

**Trade List Now Ready. We Are Prepared  
to Give Prompt Attention to Any Orders  
Intrusted to Us**

**THE HUNTSVILLE WHOLESALE NURSERIES, INC.,**

**HUNTSVILLE, ALA.**

1872—1924

## Horticultural Printing

Catalogues, folders, broadsides, circulars,—anything to sell stock,—printed for Nurserymen.

Equipment adequate for handling any work: in black-and-white or in beautiful process colors.

Our own collection of photographs, covering nearly every staple variety in fruits and flowers, and being constantly added to by our two expert horticultural photographers who have turned in a wealth of new, original and beautiful illustrations this summer.

Nursery catalogues are handled here by a nurseryman of long experience in growing and especially in selling nursery stock, often quoted as an authority on printed salesmanship.

Such equipment and service should interest nurserymen who have catalogues printed for them. Correspondence is invited.

**THE DU BOIS PRESS**

*Horticultural Color Printers*

ROCHESTER, NEW YORK



## BRIDGEPORT NURSERIES

**Largest in Indiana**

**Offer in Car Load Lots**

**PEACH**

**CHERRY**

1 and 2 year.

**APPLE**

1 and 2 year.

**NORWAY MAPLE**

2¼ inch and up

**SUGAR MAPLE**

1½ inch and up

***These Are Our Own Growing at Bridgeport  
And Are Sure to Please***

***Also a General Line of Other Stock, Including  
a Large List of Perennials***



**C. M. Hobbs & Sons**

**BRIDGEPORT, INDIANA**



# The National Nurseryman.

FOR GROWER AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII.

HATBORO, PENNA., OCTOBER 1924

No. 10

## The Young Nurserymen

Just as prosperity and progress of the individual nursery business depends on the amount and quality of young stock it plants and brings to perfection, so does the welfare of the trade depend on the quantity and quality of boys and young men that are enlisted in its service, that will stick, grow up, and become skilled, and imbued with the best traditions of its service.

In many instances the nurseries of the country have been family affairs, and very slow to encourage outside help, by taking them in and allowing them an interest.

Even in the old country it was very much a family industry, but there to keep the succeeding generation up to the mark, to bring new thoughts and ideas into the business it was customary for one nurseryman's son to work a few years on another nursery.

This custom had much to recommend it although it is not likely to appeal to the narrow gauge nurseryman who would hesitate to allow a competitor's son to learn of his methods and then lose him just when he was becoming valuable.

Present business has begun to recognize the opposite policy an essential to success. By some means or other it must be made possible for the employee to acquire an interest or the best men will gravitate to some other house with a more liberal policy or to some other occupation.

Much has been written and said of late concerning the education and training of young nurserymen.

In spite of all the theories about college courses from such recruits would come new life and enterprise in the trade.

While nursery work is not one that would appeal to easy money chasers or even the feminine dude, it undoubtedly has as much to offer youth as other professions that are well supplied with recruits.

If recruits could be drawn from men of middle age there would be no lack of them. Age gives men a better idea of real values but youth must be guided and encouraged.

It is really up to the trade to encourage youths to apprentice themselves to the business and this can only be done by a liberal policy towards them. Most youths are "from Missouri" these days and rewards for interest, service and loyalty in the interests of their employers must be reasonably sure to hold them.

To develop them, the one fact remains: there is only one place to train and develop a nurseryman and that is in the nursery.

The reason is obvious enough. Nursery activities are physical as well as mental. Perhaps more so than any other profession.

The young man that graduates from high school at 16 years of age or so and then takes a four year college course, may be well trained mentally but has missed that invaluable training in physical skill in the profession and contact with plants at the proper age that handicaps him as a worker and a nurseryman.

Of course there are many exceptions. The nurseryman's son is most likely to be one. Born and raised on a nursery he has perhaps naturally absorbed much and acquired skill that would be entirely lacking in a boy with no such background.

What the trade really needs is an influx of new blood in the shape of boys with, say, a high school education, to go and work in the nursery with a view of making it their life profession.

### SOUTHERN NURSERYMEN'S ASSOCIATION

The attendance, weather and Southern hospitality all combined to make the convention of the Southern Nurserymen's Association held at Greensboro, N. C., September 3rd and 4th, a memorable event.

Visitors began to arrive early. By Tuesday there was quite a gathering of nurserymen in the lobby of the Hotel O'Henry and by the time the first session was called to order by President Hellenmeyer, the ball room of the hotel was well filled.

The weather in the first part of the week had been extremely hot, arriving travellers reported, the country very parched and dusty but a soaking rain cooled off the atmosphere and made conditions ideal.

Messrs. Paul Lindley, John C. Young and Robert Young and Sons acted as hosts and fulfilled their tasks in true Southern style. If any nurseryman did not enjoy his visit it was no fault of the local management or the hosts. Too much cannot be said in favor of the hotel selected as it proved extremely comfortable and reasonable.

After the first session autos were provided and the visiting nurserymen and friends were taken to the J. Van Lindley Nurseries, Pomona, N. C., where they were treated to a real Southern Barbecue prepared by the darkies in the employ of the firm. This was laid out in the large packing houses, packing cases serving as tables and was a most enjoyable treat. The supply of eatables



and drinkables were most lavish and excellently served and were thoroughly enjoyed.

After the barbecue the guests were taken over the new nurseries of the Lindley Nursery Co. at Friendship where they had the pleasure of seeing a splendid planting of ornamentals just coming into marketable sizes and including so many of those choice evergreen shrubs so

The Young nurseries have long been in the business of fruit tree growing, under the management of Robert C. Young have gone into the business of growing ornamentals. Under slat houses were seen boxwood by the thousand and a great variety of evergreen seedlings.

The sessions were well attended, the following program being carried out:

#### TUESDAY, SEPTEMBER 2ND

Registration.  
Rotary luncheon.  
Informal meetings.  
Conference of Executive Committees.  
Meetings of Standing and Special Committees.

#### WEDNESDAY, SEPTEMBER 3RD

9.00 A. M. Call to Order.

Invocation.  
Organization of Convention.  
President's address.

A Southern Association Adequate to Southern Needs—J. R. Mayhew, Waxahachie, Texas.

Propagation—Dr. J. E. Cannaday, Sedalia, Mo.

Ericaceous Plants As I Know Them—Peter M. Koster, Bridgeton, N. J.

Transplanting Nursery Stock Successfully—S. R. Howell, Knoxville, Tenn.

Cost Accounting—An Urgent Need—C. Stuart Perkins, Philadelphia, Penna.

Reports of Standing Committees.

Report of the Secretary.

Adjournment for Lunch—Barbecue.

Auto Tour—Courtesy of Lindley, Robt. C. Young and John Young and Sons Nurseries.

#### THURSDAY, SEPTEMBER 4TH

Opening session promptly at 9 o'clock. (Adjournment for lunch necessary.)

Cut Rates Wholesale Prices at the End of the Season—R. C. Chase, Jr., Huntsville, Ala.

Getting Landscape Business—Walter E. Campbell, Greensboro, N. C.

Is the Nurseryman's Reward Adequate?—C. T. Smith, Concord, Ga.

Are Nurserymen Overlooking the Landscape Value of Ericaceous Plants For the South?—S. C. Hjort, Thomasville, Ga.

Is the Pseudo Landscape Architect Injuring the Ornamental Business of the Future?—Miss Elizabeth Drake, Winchester, Tenn.

"Knots and Knockers"—G. M. Bentley, Knoxville, Tenn.

The Japanese Beetle Peril—E. Fred Rowe, Harrisburg, Penna.

A Word for Standardized Plant Names—Jas. B. Bailie, Augusta, Ga.

What the Nurserymen Should Read—Ernest Hemming, Easton, Md.

The Nurserymen's Opportunity—L. A. Niven, Memphis, Tenn.

Perspective—Discussion of the outlook and future of the Nursery Business.

Report of Special Committees.



WALTER W. HILLENMEYER

*of Lexington, Ky., President of the Southern Nurserymen's Association, who held their 26th annual convention at Greensboro, N. C.*

rarely seen in plantings in the North, Abelia, Acubas, Ilex, Ligustrums, Mandina, Lonicera pleata, Cerasus, Mahonia etc., etc.

The home nurseries of the Lindley Nursery Co. had the good fortune to be located as to interfere with the growth of the city of Greensboro, so that they are now needed for building purposes, many fine homes already being built so that it will be only a very short time when even the packing houses and greenhouses will have to be moved.

From Friendship the guests then proceeded to the nurseries of Robert Young & Sons.



New Business.

Installation of New Officers.

Following the address of Mr. C. S. Perkins, on "Cost Finding" slips were passed around and the members

to \$15.00 per year, \$5.00 of this to be applied to publicity. In addition \$2400.00 was raised by voluntary subscriptions and a committee appointed to act in combination with the South Western Nurserymen's Association which will raise a similar amount to be spent on publicity. The following officers were elected to serve for the ensuing year:

James G. Bailie, Augusta, Georgia, President; Lee McClain, Knoxville, Tenn., Vice President; W. C. Daniels, Pomona, N. C., Secretary-Treasurer; H. B. Chase, Chase, Alabama, Walter Hillenmeyer, Lexington, Ky., were elected on the Executive Committee to act with the above officers.

Knoxville, Tennessee, was selected as the next place of meeting.

The following are registered at the annual convention of the Southern Nurserymen's Association at the O'Henry Hotel here:

W. T. Wood, W. T. Wood and Company, Richmond, Va.; O. Joe Howard, Howard-Hickory Co., Hickory, N. C.; P. H. Bridge, Shinner Irrigation Co., Troy, Ohio; H. L. Whitsell, Lindley Nursery Co., Pomona, N. C.; J. R. Mayhew, Mayhew Nurseries, Waxahachie, Texas; F. C. Boyd, Forest Nursery Co., McMinnville, Tenn.; Edward G. Hayes, Rose Grower, Charlotte; J. S. Wight, Wight Nursery Co., Caro, Ga.; Mrs. W. W. Bassett, Florida Nursery Co., Monticello, Fla.; Mr. W. W. Bassett, Florida Nursery Co., Monticello, Fla.; J. Y. Killian, Killian Nursery, Newton; O. W. Fraser, Fraser Nursery Co., Birmingham, Ala.; Walter Hillenmeyer, Hillenmeyer Nurseries, Lexington, Ky.; A. D. Cartwright, Cartwright Nurseries, Collierville, Tenn.; Fred Grindler, Lookout Nursery, Chattanooga, Tenn.; C. A. Simpson, Simpson Nursery Co., Monticello, Fla.; Lee McLean, Washington Heights Nurseries, Knoxville, Tenn.; L. B. Smith, Greenville Nursery Co., Greenville, S. C.; W. N. Searff, W. N. Searff and Sons, New Carlisle, Ohio; J. P. Taylor, Jr., Taylor Nursery Co., Greenville, S. C.; J. C. Hale, J. C. Hale Nursery Co., Winchester, Tenn.; S. A. Ault, Mecklenburg Nursery, Charlotte; J. B. Baker, Baker Brothers, Fort Worth, Texas; W. A. Easterly, Easterly Nursery Company, Cleveland, Tenn.; James Spencer, Lindley Nursery Company, Pomona; E. W. Dorey, E. T. DeLaMare Printing Company, New York, N. Y.; R. B. Bradley, William Boyd Press, Inc., Richmond, Va.; W. J. Smart, D. Hill Nursery Co., Dundee, Ill.; John Fraser, Jr., Huntsville Wholesale Nurseries, Huntsville, Ala.; Ernest Hemming, National Nurseryman, Easton, Md.; H. S. Baleh, Howard-Hickory Co., Hickory; Harry Nicholson, Commercial Nursery Co., Decherd, Tenn.; Otto Katzenstein, Otto Katzenstein and Co., Atlanta Ga.; Miss E. B. Drake, Cumberland Nurseries, Winchester, Tenn.; L. A. Niven, Progressive Farmer, Memphis, Tenn.; W. H. Howard, Howard-Hickory Co., Hickory; C. S. Perkins, Ernest and Ernest, Philadelphia, Pa.; R. M. Johnson, Lindley Nursery Co., Pomona; Davenport Guerry, Davenport Guerry Nurseries, Macon, Ga.; Mrs. Davenport Guerry, Jr., Davenport Guerry Nurseries, Macon, Ga.; E. W. Jones, Jones Nursery, Woodlawn, Va.; Fred Johnson, Lindley Nursery Co., Pomona; C. M.



PAUL C. LINDLEY

of the J. Van Lindley Nursery Co., Greensboro, N. C., who with fellow nurserymen of that city, played host to the 26th Annual Convention of the Southern Nurserymen's Association.

requested to mark down what they considered the cost percentages of the various divisions of their business.

With the following results:

	Wholesale	Retail
Production .....	25 to 60%	25 to 60%
Selling .....	5 to 20%	15 to 40%
Packing .....	1 to 20%	1 to 10%
Shipping .....	1 to 10%	1 to 12%
Overhead .....	2 to 33%	3 to 40%
Profits .....	5 to 40%	5 to 40%

Following Mr. J. R. Mayhew's address there was a lengthy discussion on the subject of publicity, which resulted in a resolution to raise the dues of the members



Erwin, Boulder Cress Nursery, Atlanta, Ga.; L. E. Rehse, Germantown Nursery, Germantown, Tenn.; Chas. T. Smith, Smith Brothers Co., Concord, Ga.; C. R. Smith, Smith Brothers Co., Concord, Ga.; James G. Bailie, Fruitland Nurseries, Augusta, Ga.; Claude Miller, Spartanburg Nursery, Spartanburg, S. C.; K. L. Highfill, Greensboro; Jno. A. Tinga, Wilmington; C. P. Hudson, Greenville Nursery Co., Greenville, S. C.; Robt. C. Young, Wholesale Nurseryman, Greensboro; Spencer Bing, Cumberland Valley Nursery, McMinnville, Tenn.; G. R. Deriek, Lindley Nursery Co., Pomona; W. E. Campbell, Lindley Nursery Co., Pomona; M. E. Thornburg, Howard-Hickory Co., Hickory; John Wilkinson, Hogansville Nurseries, Hogansville, Ga.; L. P. Coulter, Coulter Nurseries, Newton; J. B. Verzall, Audubon Nurseries, Wilmington; J. B. Watkins, Jr., J. B. Watkins and Bro., Midlothian, Va.; Mr. and Mrs. O. H. Tindell, Tindell Nursery, Fountain City, Tenn.; R. B. Taylor, Taylor Nurseries, Greenville, S. C.; A. L. Ligon, Griffing Inter-State Nursery, Jacksonville, Fla.; Miss Louise Bannerman, Cumberland Nurseries, Winchester, Tenn.; Luey Drake, Cumberland Nurseries, Winchester, Tenn.; W. Y. C. Grant, Jr., Oakland Nursery Co., Columbia, Tenn.; J. A. Ahern, Sierron Nurseries, Atlanta, Ga.; R. C. Chase, Chase Nursery Co., Chase, Ala.; E. N. Reasoner, Reasoner Brothers, Oneco, Fla.; P. M. Parthemore, McFarland Publicity Co., Harrisburg, Pa.; A. Chandler Manning, Mrs. M. N. Goodwin, Miss W. E. Culver, Miss Louise Park, Lindley Nursery Co., Pomona; A. F. Lake, Shenandoah Nurseries, Shenandoah, Iowa; Peter M. Koster, Koster and Co., Bridgeton, N. J.; Gene Boerner, Jackson and Perkins Co., Newark, N. J.; G. F. Mattern, W. T. Hood and Co., Richmond, Va.; Miss Madge Alderman, Lindley Nursery Co., Pomona; J. L. Wolfe, Cleveland, Tenn.; Mrs. E. N. Reasoner, Royal Palm Nursery, Oneco, Fla.; Mrs. E. Fred Rowe, Harrisburg, Pa.; I. S. Gowan, Greenville Nurseries, Greenville, S. C.; Chas. Hawkersmith, Cumberland Nurseries, Morristown, Tenn.; Isaac Hawkersmith, Cumberland Nurseries, Cumberland, Tenn.; C. M. Wood, Arkansas Nurseries, Piggott, Ark.; Betty Ann Linderman, John Linderman, Greensboro; W. J. Dunn, Jr., Yadkin Nurseries, Star; John C. Chase, Benjamin Chase Co., Derry, N. H.; E. Fred Rowe, McFarland Publicity Service, Harrisburg, Pa.; W. C. Daniels, Lindley Nursery Co., Pomona; Paul C. Lindley, J. Van Lindley Nursery Co., Pomona; S. R. Howell, Howell Nursery Co., Knoxville, Tenn.; Fred Landis, Lookout Nursery, Chattanooga, Tenn.; M. C. Spoon, Kimesville; W. T. Hanner, North State Nursery Co., Julian; S. L. Spoon, Kimesville; F. C. Smith, Kimesville; G. M. Bentley, Entomologist, Knoxville, Tenn.; E. H. Ballard, Piggott Nurseries, Piggott, Ark.; R. A. Bowen, Davenport Guerry Nurseries, Macon, Ga.; J. P. Barbee, Pomona; Fletcher Stanley, Pomona; G. E. Barbee, Pomona; Henry Johnson, Lindley Nursery Co., Pomona; L. V. Garrett, North State Nursery Co., Julian.

#### EXHIBITS

Titus Nursery Co., Waynesboro, Va., Peach Trees; Interstate Nurseries, MacClenny, Florida, Griffing's Interstate Nurseries, Glen St. Mary and MacClenny, Florida, a large collection of Evergreens including Ligustrums, Oleanders, Gardenias, Abelias and other broad leaved

evergreens, Pecans, etc.; G. Hale Nursery Co., Winchester, Tenn., Peach Trees; Washington Heights Nursery Co., Knoxville, Tenn., Peach and Plum Trees; D. Hill Nursery Company, Dundee, Ill., Selection of Evergreens; O. H. Tindell Nursery Co., Fountain City, Tenn., Boxwood; The Skinner Irrigation Co., Troy, Ohio, Fittings.

#### PRESIDENT'S REPORT AND RECOMMENDATIONS

1924

Southern Nurserymen's Association

Walter W. Hillenmeyer, President.

This is the 28th annual convention of this association. You will no doubt note with interest the list of previous conventions and officers on your programme.

These conventions are getting to play a more important part in our business each year. The meeting of friends, the renewing of acquaintanceships, the quest of information, the bettering of business, the pleasures of diversion and an unselfish service to your business brings most of you here. I hope every one of you will find in full measure only those things that are pleasant and profitable and that the Greensboro Convention of 1924 will long be a pleasant memoir with you.

Let me first speak of my personal relationship with you and your association. To say the least it has been most pleasant. To be frank, it has been most profitable. While it has brought its labors, my association with you has given me a broader view of this wonderful business of ours that has more than repaid the time given in slight service. To the officers of our Association do I wish to express my sincere appreciation of their co-operation, particularly is this true of your good Secretary Ollie Fraser. He has been the man, like most secretaries, that has rendered the greater service, with the lesser recognition. You have been very fortunate in having his service and I regret most sincerely his inability to continue in this capacity.

It has been customary to review the work of the year. I will, therefore, touch upon several of the more important happenings.

The re-establishment of the Monthly Bulletin. It has been the means of a closer and more active association. It has been the medium through which we have been able to regularly renew the touch of friendship as well as advise you of interesting events.

The Publicity Campaign—The Secretary will tell you in detail of this. This was a very worthy movement and I hope you will see fit to again do this.

The Stock Report. Many of you utilized this and while it was late in being issued, owing to certain local conditions (of which I am to blame in part), I believe it was well received and profitable.

Legislation. Vigorous protest by the Association and its individual members of the Crampton Bill. The Secretary of Agriculture's recommendation on the bill was practically as autocratic and pernicious as the bill originally proposed. Then the Parcel Post bill which carried a 70-80% increase in postal rates on nursery stock and seeds. This bill also met with quick response and vigorous action was taken by your officers to prevent its passage. Both of these bills were lost before Congress, for the year at least.

The Crown Gall Fund—The association felt that this was important, notwithstanding the fact that many of its members assisted individually it would be well to add a small contribution. This was done. Your chairman of Board of Directors, Mr. Henry B. Chase, deserves the thanks of the nursery work for his untiring efforts on this work. He has undertaken a Herculean task and surely did his work well.

Another gratifying thing was to see the active part members of this association took in the American Association of Nurserymen's work and programme this year. Many of the more important committees had representatives from your association on them in recognition of their ability.

It is gratifying to learn that the past year among nurserymen has generally been one of good profits. The growing season this year has been satisfactory also. The prospects for the ensuing year while not perhaps as good as some we have had in the past, seem encouraging in everything except fruit trees. From indications, these will be weak for several years. The discussion which we will have later on the programme will give us a perspective of the situation in the different states.

There are problems or matters that have come to my attention during the past year. These I wish to present to you either in a commentary way or in a few recommendations.

1st: There seems to be a tendency to prematurely anticipate cheap prices. While it is true that now in many cases there are



more buyers than stock, in the future there may be more stock than buyers. We will then have a sellers' market instead of a buyers' market. With this condition will come keener competition and with competition in the nursery trade, at least, has come cheaper prices. I think a survey of the conditions over the country show a greatly increased acreage of nursery stock. Another survey shows too that the demand and the causes for the demand have likewise increased and perhaps with proper management we can get a profit out of our plantings notwithstanding its great volume. Publicity or education of the people are ways to consume it. Restrictive plantings of small stock will enable us to spread it over another year or so. But like the cotton story I once heard—like this: It is very interesting to know how many things can be made out of cotton but the Southern Farmer is more interested in how to make money out of it. This is true too of the nurseryman. After growing it for several years, then lose his legitimate profits through cut-throat prices because of over-production! Is that what we are facing? Wouldn't it be a better way indeed to have price protection in part, one nurseryman to another? Is it not possible in a co-operative spirit to have a co-operative price adjustment according to justifying conditions? There should always be a fair profit realized plus a safe reserve. Can't we do this in our Southern Association through a survey committee of some kind? You can but realize that there is more profit and much less worry in growing half the amount of stock at double prices than there is in growing a double amount at half price. Somewhere along the line there should be a happy medium and now is the time to think of these things. There are certain associations now doing this. Some are price fixing now. I was especially struck, however, with the recent report of the Pacific Coast Association of Nurserymen. Such an organization is of untold benefit to its membership if its surveys are found correct.

In further mentioning prices, especially their trend toward a low level, I want to remind you that nurserymen are selling living things and really fruit, blossoms, verdure and beauty and with increased production of trees and plants, will these qualities mentioned go down in value too? You as retailers are selling a service of What to Plant, of How to Plant, of When to Plant, the After Care of Pruning, Spraying, Cultivating, etc. Because stock gets plentiful, is your ability to render this service gone down in value too? Let's try to put a little more quality, a little more brains and a little more service and keep the prices up. I think it was Judge Gary of the U. S. Steel Corporation who said: "If you persist in the attempt to beat down prices or wreck your business, don't you fear you too will be buried in the ruins?" Before price cutting takes place, think of the possibilities of reciprocal relationship and co-operation adjustment.

Another problem—and it will become serious unless some thing is done and that is some method of control of the fake landscape architect. The dishonest nurseryman, the fraudulent tree agent and others of their ilk have taken their toll. You are familiar with this condition and our bitter experience in the past. The vigilance work of this Association has had the greatest influence toward the establishment of confidence in the nurseryman of America than any other thing ever done. Let's profit by this experience since we have eliminated or minimized the influence of these other parasites and now turn our attention toward the curtailing the activities of the pseudo-landscape architect before he injures us. Miss Drake is going to tell us how to meet him and I will not infringe on her subject except to say that the future of the ornamental nursery business will depend on the permanency of beauty. The task of eliminating the man who is destroying the confidence in your particular business belongs to you and you should not shirk it.

Legislation and Regulations—I have been a member of the National Association Legislative Committee as well as representing you on the two occasions during the year and I am very much inclined to believe that we as nurserymen do not realize how small is the string on which we now hang suspended. Restrictions on every hand. Arbitrary rulings made too frequently. Representation of our interests have not been heretofore adequately taken care of. The last report of the Legislative Committee of the A. A. N. should be read to interest you in the consequences of restrictive laws. Particularly do I feel that some compensation should be had for unaffected stock destroyed or prevented from being put on the market because of some quarantine. I recommend to the new administration the appointment of a strong legislative committee to be alert to any restrictive legislation.

Ethics—Some nurseryman said that until something else was written the Bible would have to serve as the code of ethics. I am afraid some outside the Association haven't the Bible or at least don't read it. Ethics is really an elusive or ethereal term.

Although there is full knowledge of good and evil among nurserymen their business ethics have sometimes lacked the consciousness that we see manifested in the professional class. I am particularly interested in the development of a higher commercial standard or code and to eliminate, if possible, all harmful business practices. There are barnacles in every business and while prosperity is smiling on us is the time to make these needed re-adjustments. Bribery, undeserved commissions, false descriptions, unfair and unwarranted substitutions, dual prices, dishonest purchases, contamination of labor, abused credit and numerous other doubtful practices between members and also toward the public makes this matter worthy of consideration. Somebody once said "the abiding place of honesty is not fixed by trades or professions nor is confidence won by sharp practices. No rules or regulations can be made crook proof but the exposure of individuals and their practices will enable everyone to guard against imposition." The U. S. Chamber of Commerce has established a code of fifteen principles which should be in everyone's hands. Particularly do I present these: 1. That the foundation of all business is confidence which springs from integrity, fair dealing, efficient service and mutual benefit. 2. That the reward of business for service rendered is a fair profit plus a safe reserve. 3. All contracts are to be performed in spirit and in letter, changed conditions do not justify cancellation unless by mutual consent. 4. Excesses of every nature which create artificial conditions and produce crises and depressions are condemned, and 5. Business should render restrictive legislation unnecessary through so conducting itself as to deserve and inspire public confidence." After all, "the best regulation is self regulation."

Other things that have come to my attention during the year from the membership are—

Collections—The general complaint is that collections are too slow in the south between nurserymen as well as their clients. This collecting of money after growing stock from two to ten years should be more prompt if possible. I was disappointed in not getting an expert collector to talk on this phase before the convention this year. We are losing too much of our money in this way, particularly from the transient buyer. I make a recommendation covering this and I hope you see fit to endorse and support it.

Prices to Landscape Architects and others—There seems to be a general complaint of receiving a long and varied list of stock from Landscape architects on which to quote and then they favor the most reasonable quotation and pass this on to the client giving him the benefit of price. The professional landscape architect considers it un-professional to take the profit on plants himself, but frequently complains of the non-professional getting the advantages of the price reduction given him by most nurserymen. Is it possible to give a flat percent reduction from published prices for this class of purchasers and keep both their good will? Walter Campbell is Chairman of the National Committee on Relationship with Landscape Architects and could offer suggestions.

Some representation has also been made for the securing through a co-operative purchase by the Southern Association of small booklets to cover the "After Care," that is the Planting, Pruning, Spraying of Nursery stock according to Southern Conditions and not by the instructions sent out by the nurserymen in other sections. Would this interest you?

Freight Rates—The continued high rates, particularly in the South, is hampering the movements of our freight. We should co-operate with the National Association in every way we can to get all reduction of rates possible.

A Suggestion—That is this Trade among yourselves as much as possible. This business of favoring the fence corner grower who is sapping your profits is all wrong. Buy it from a Member should be your practice. Exchange your catalogs with one another—you enjoy the companionship at conventions so why not later. Your friends will be interested in what you have. But don't encourage the outside producer of stock. Grow your own or else purchase from a legitimate nurseryman.

Census—There is need of this for two reasons—First to advise the membership of what is growing in the nursery row. This would be of untold value in planning future plantings. The other reason is to be able to present to Legislative Committees, and others an authentic estimate of what we are producing and the value of our products. I don't believe that any one of you could possibly give an intelligent estimate of what is being produced in your state or section. This idea would only be made worthwhile by all members co-operating in a whole hearted way.

1. The continuation of the Monthly Bulletin.
2. An intensive drive for more members of the right kind. We are not embracing all the nurserymen we should.



3. The continuation of the Stock Report, but based on a prorated subscription of all those participating.

4. The establishment of a "Blackleg List." While this phase is now embodied in the Vigilance Committee work, it has not had the proper response from the membership. Collections from these transient peddlers are invariably risky.

5. Our continuation of our affiliation with the A. A. N. Our endorsement of the work done by them, our pledge of co-operation.

6. The establishment in the course of a year or two of territorial limitations for regular membership. Our problems are growing daily to be more local and our wide range of membership does not now give us a unified association. This will necessitate the establishment of a reserved membership with the usual conditions. By all means however, keep the open door policy and hospitality toward all nurserymen at our conventions.

7. Investigate the possibility of establishment of a proper Code or Standard for the good of our own inter-trading, as well as our relationship with the public. With a high standard, properly advertised, we can establish a great deal of confidence and prestige among our patrons.

8. To canvass the membership to see if the co-operative purchase of booklets covering "After Care of Nursery Stock according to Southern Conditions" will be worth while.

9. That in the interests of Publicity we, if possible, make arrangement with some Chautauqua Circuit for a speaker on Landscaping in its various phases. To be on the alert for a worthwhile slogan.

10. To conduct another Publicity Campaign as before, using Reader covering subjects along our own lines.

11. To investigate "Cost of Production" with an idea of getting our business on a more business like basis. A Committee too might be appointed to survey this phase and at the same time recommend a fair percentage of increase the retail nurseryman should charge over the wholesale price, to recommend also the proper discount that should be allowed from retail prices to various buyers of nursery stock. This committee merely to suggest and not compel adoption.

12. To take an Association membership in the National Peony, Iris, Rose and Homological Society.

13. To raise the dues to \$10.00.

14. To make the Secretary appointive by Board of Directors.

15. To make a general census of growing nursery stock.

In closing, I just want to extend to each and every one of you my sincerest wish for prosperity. This business of ours is one of the most fascinating, most influential and most wonderful in all the world. Many businesses and individuals are existing or living through the destruction of materials and natural wealth. But the products we sell increase in value each succeeding year. Ours is a creative business and through it we are leaving a legacy of those things that encourage, influence, and move even the dullard's perception to admiration. Let us always keep before us this creed of Beauty—"I believe in Beauty and in the power of beauty to give happiness and that to help, create, develop and perpetuate beauty is one of the finest works I can do in the world." Truly can it be said "In verdure there is Beauty and Bounty and its influence is perpetual."

#### TRANSPLANTING NURSERY STOCK SUCCESSFULLY

*By S. R. Howell, Knoxville, Tenn., Read Before the Convention of the Southern Nurserymen's Association, at Greensboro*

Probably the most important factor in transplanting nursery stock (Cabbage, tobacco, etc., included) is the preparation of the ground. Every one in this room, no doubt, knows, as well as I do that, regardless of weather, you can not get the best results in poorly prepared land. In most every case it will pay you big dividends to go over your land once or twice or a dozen times extra, rather than plant in land that is not in proper condition. When you get it in good condition, and are sure that it is in good condition, go over it a few times more for fear that you were mistaken. If you do this you already have a half stand.

Another important factor in transplanting stock successfully is in having your stock in good condition. If you could grow all of it yourself you could go dig it, take it directly to the field and plant it promptly in that well prepared bed and get close to 100% but you buy a lot of it from France, from New York, from California and from various other places (as well as Knoxville, Tennessee) and some of it will come in the fall, some in January, and some in May. Unless you look out some of it will be in bad condition when it is taken to the field. It is barely possible that the blame is not altogether to be placed on the grower and shipper of such stock. I would emphasize the importance

of taking great pains in opening up and caring for the stock when it comes, and the proper time to do this is when it is unloaded into your packing house. You should do this immediately, even though you have a lot of important orders that must be gotten off to-day as almost as much depends on the handling of the stock prior to going to the field as does on the preparation of the ground.

When it is taken to the field the danger is not over as most of us have hot, sunshiny or windy days in planting time and just a few minutes of exposure to such conditions often spells failure in getting a stand. To avoid drying in the actual process of transplanting, it is a mighty good plan to have an abundant supply of wet burlap in the field, and to keep each bunch of plants well wrapped in it, and when the burlap begins to dry out to re-wet it as often as necessary to keep the plants in good condition, and in the case of stock with bare roots puddling is also a great advantage and should be faithfully followed at all times.

The neglect of the foregoing is, in my opinion and observation, the cause of many of the losses in the ordinary nursery, as I believe that you will agree, and is easily avoidable in most all cases though at times it will cause some delay.

After you comply with the above conditions you have almost a full stand, but a good deal still depends on getting the plants properly planted and we all know how to do that. Some of us, however, are inclined to be a little bit careless in not planting deep enough and in not firming them sufficiently after planting. Our plan is to plant, firm well, and then to go over it, walking as close to plants on both sides as possible, and then to rake a dust mulch over the tracks to keep the ground from drying so deep.

Some of you can have best results by fall and winter planting, but constant freezing and thawing in our soil often leaves the plants entirely out of the ground at Knoxville. At Charlotte, however, some of our most successful planting was done the past season in late fall and in mid-winter, while in Florida, fall and winter planting is absolutely necessary. Each one must decide for himself the best time for planting, but, as early as possible is a good general rule. Under proper conditions, we plant up until August 15th at Knoxville, and some of our very best stands were planted last year in August, as we have had the pleasure of showing some of you. This year also we have had some very gratifying results in June, July and August, but the risk is, of course, greater.

Our observation is that potted stock will invariably give better results in every way than bare rooted stock, both in getting a stand and in the root system ultimately attained. It costs a little bit more to buy or to grow them, but in the getting of a good stand at regular planting season and in extending the planting season, the results obtained far outweigh the small additional cost either in buying or growing.

I might say something in regard to transplanting large evergreens and finished stock of all kinds, but the limit of time will not allow it, and most of you know more about it than I, so I will pass it up, but I will emphasize the necessity for frequent transplantation of Broad Leaf and Coniferous Evergreens that have gotten to about salable size.

Our system is to plant in field as closely as possible for easy cultivation, and, after the second year, to take out every other one and transplant elsewhere, and then we cut around and raise the remaining ones and firm them down well again thus avoiding moving to another place. The theory is to develop the root system and to accustom them to being moved, so that the ultimate consumer may have the maximum amount to grow and we to get the minimum amount of cussing because they did not grow.

#### CHANGE OF EXPRESS RATES

Texas nurserymen last spring made application to the Texas Railroad Commission for change of express rates for nursery stock intra-state from first class to second class. Hearing was had September 9th, and the petition was granted September 11th.

This will bring about quite a saving to tree planters as well as nurserymen in Texas, and will no doubt help to encourage to some extent tree planting.

New classification will be effective October 2.



## COST ACCOUNTING—AN URGENT NEED

By C. Stuart Perkins at the Southern Nurserymen's Association Convention, Held at the O'Henry Hotel, Greensboro, N. C., September 3, 1924

Mr. Perkins is with the firm of Ernst & Ernst, certified Public Accountants, Philadelphia, who are making a special study of seed and nursery trade cost accounting.

In coming before you at this convention, I am getting a double satisfaction. The Southerners at the American Association Conventions have always been in the foreground and now I can see them play on their home grounds. The other satisfaction is the privilege of discussing with you some of the whats, whys and hows of Cost Accounting for nurserymen. The interest that the nurserymen and their "cousins"—the Seedsmen—are taking in Cost Accounting seems to me a step in the right direction and, I am sure, will result in very material benefits to both your associations.

In New York, until quite recently, there was a horse car line down on Chambers Street. It was run on a very small return merely to keep the franchise, but on account of the ridiculous aspect of the equipment there was difficulty in keeping crews on this run. After several changes two young men of the Hebrew faith took the job. The first and second days they turned in the usual eighty cents. On Wednesday the return was twenty odd dollars; Thursday about forty-five and Friday when they turned in nearly sixty dollars the superintendent called them in and requested an explanation. This was what he got:

"Vell, Morris and I take this job and ve run this funny thing back and forth two days for only eighty cents. Wednesday noon ve have thirty-five cents, and Morris say, 'Abie, vot kint of business is this anyway. Good Bye to Chambers Street; Let's run up Broadway.'"

Now in spite of the Ku Klux you are all like these two boys in that you are in business for profit. If there is any other reason why you are in business, you must make a profit to continue very long. Everybody has a lot of rules for profit making, but there is one very good one:

## USE GOOD JUDGMENT, BASED ON FACTS, IN BUYING AND SELLING.

Let me show you how easily this rule goes wrong without the facts. I watched four men playing stud poker on the train from New York to Philadelphia. On the first draw one, with an ace showing, started the betting. The next two stayed, and the last, with a ten showing, boosted the pot heavily. The man with the ace stayed as he had a pair of them, but two others dropped out. Finally, the first better had aces and queens and the other had a pair of jacks showing beside what looked to be another pair of tens. After a lot of heated betting it developed that the mythical pair of tens was a jack and a ten and the aces and queens went down before three jacks. The loser did not have the facts.

On what facts do you base your judgment of your own business?

1. Do you have production records that tell you the average yield of Hydrangea, P. G.; what is the average percentage of 2-3 foot grade, etc.?
2. What acreage gives you a good average production, and what does not pay you the taxes?
3. What lines show a margin of profit between production cost and selling price?
4. Could you not make direct mail advertising pay you better than canvassing your customers?

## MODERN BUSINESS IS NOT GUESSING, OR GAMBLING. IT IS A SCIENCE IN WHICH YOU MUST KNOW THE FACTS TO WIN.

The best means available to give you the facts is Cost Accounting. It takes the stud poker out of your business.

## WHAT IS COST ACCOUNTING?

Cost accounting is the addition of certain expenses of producing, handling and selling to the original material cost of your product. It includes, therefore, the cost of that quality and good service that you do or should put out with your product to increase and maintain the good will of your customers. It takes account of the effect of all conditions under which you must produce or sell.

In the nursery trade you have varied growing conditions, due to the wide fluctuation of the climate from one season to another. Production records will give you the average yield that should be used to obtain your unit costs so as to include an allowance for climatic variations.

You say, however, "Our business is different." Of course it is; every business is different in detail but the same fundamental rules govern each one.

You say your yield is at the mercy of the weather. Why then won't more facts about your average yield and the cost of producing that average yield help you? How long could an insurance business last without an actuarial force to show them their average risk? Do they reduce your premium just because you never had a fire? Of course not, but that is about what you do when you have a big crop. You sell it cheaply and then spend the next several years trying to make the money on a short crop that you should have gotten when your production was good. Why not know the average cost of producing your stock and consider this cost in selling?

You say your selling price is controlled by supply and demand. Is there any business in which this is not true? If the so called monopolies do freeze out some of their competitors that competition will spring right up again with an increase in prices. You have had the same experience with "fence corner growers."

Do not think that Cost Accounting is some magic that will cure all your business ills. Let me mention though some of the things it will do for each of you as an INDIVIDUAL ENTERPRISE.

It will give you the "score" of your business as you go along. You don't have to wait until you can estimate your inventory to see what is your profit or loss—ESTIMATED.

It shows you what is your cost of production, selling, etc., of each item of your line so that you can better consider the present or future market situation. It gives you reasons for getting your price instead of cutting at the first scare.

It charts the cost of your operations—shows you where the money is being spent—so that you can see where there is too much expense.

Those lines that you cannot produce at a profit can be eliminated. The wholesaler—yes, and the retailer—must have a complete line for his trade but there is always enough margin in jobbing nursery stock to buy, rather than grow, your unprofitable lines. The other grower may be situated so that he can grow some things more cheaply than you.

Cost accounting takes the guess-work out of your business and gives you facts upon which you can base your judgment.

Though you may agree that Cost Accounting will do these things for you, there is, of course, a rather high cost of installing individual systems. There is, however, a way to cut this cost very materially. That is, to undertake as an association.

## A UNIFIED ACCOUNTING SYSTEM

The association appoints a Cost Committee, engages a firm of accountants to make the necessary surveys, and they, with the Cost Committee, will develop a system made up in units. These units can be installed according to the individual needs of the grower, jobber, and retailer. It is this plan that we have proposed to your American Association and it is before the Executive Committee for approval. The Unified Plan is by far cheaper.

We have offered to make the necessary surveys and formulate a Unified Accounting Plan for you for \$4,000.00. This plan will make available for the members a complete general and Cost Accounting system. The individual installations will be made at our per diem rate of \$35.00, or roughly from \$600.00 to \$800.00. The Association expense this way would be about \$20.00 per member, plus, say, \$800.00 for installation, or \$820.00. Individually it would cost each member at least \$3,000.00 to undertake Cost Accounting. A saving then of about \$2,200.00 on each system.

There is, of course, some clerical labor connected with operating a Cost Accounting System. We are formulating a Unified Accounting Plan for the American Seed Trade Association. We have found in our surveys for them that improvements can be made in their general accounting methods which will save more than enough clerical labor to operate the Cost Accounting.

Some of the other advantages of the Unified Plan are these:

A common accounting language among members. When you talk of Sales Cost you mean the same thing. Each member's costs are slightly different, of course, under the varying conditions, but each one uses the same methods of obtaining their costs.

With costs each member helps to put your market on a better basis. You are not so quick to cut prices below cost if you know what that cost is.

Just in closing I cannot refrain from mentioning another episode of that race who toil not nor spin but seem to make money.

Mrs. Cohen said to her husband, "Abie, did you hear that Morris Katz made \$50,000.00 in womens suitings in Chicago?" "Yes," said Abie, "but it was his brother in Detroit. It was piece goods, though, and \$5,000.00 which he didn't make but lost."

Don't be like Mrs. Cohen. Know the facts.



# The National Nurseryman

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Assistant Editor .....E. SAMUEL HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds. It circulates throughout the United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

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One Year in Advance .....\$1.50  
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Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Easton, Md., and should be mailed to arrive not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., October 1924

**STANDARDIZATION OF PLANT NAMES** It is gratifying to note quite a number of nurserymen's catalogues are, at least, being influenced by the new nomenclature of Standardized Plant names. Some, while not adopting the new names fully, have taken advantage of the common names, adding them to the botanical names, under which they offer their stock and doubtless within a few years Standardized Plant names will be very generally adopted by all nurserymen.

Others again no doubt fear losing a certain advantage in changing the name of a plant, which they have advertised under a name that is not standard. But in these instances they could use the standardized name along with the old one, under which the plant had been advertised, so as to fix its identity beyond question.

Andorra Nurseries, Chestnut Hill, Pennsylvania, is one of the firms that makes a statement in their new catalogue issue that all names are according to the new nomenclature, which gives them a standing should any litigation arise as to the true identity of the plants they may offer. This phase of the question is well worth serious consideration by nurserymen who hesitate to adopt Standardized Plant names.

**BILLBOARDS** There is much agitation among the various civic associations and garden clubs against the use of bill boards. While it is quite true that the indiscriminate use of bill boards in all sizes and shapes that line the highways of the country are undesirable from an asthetic point of view, yet there is considerable danger in carrying the agitation too far.

Business enterprise and publicity is the life of the country and the bill board properly used is a legitimate and proper way of advertising.

In certain localities in certain positions they are really to be preferred to some of the unsightly dumps that so

often intrude in the view. Where they mar pleasing scenery there is good ground for objection to them, but worst of all perhaps is when they are placed along the public highways in positions that cut off the view at a bend of the road, making an actual hazard to the motorists' vehicles, as is very often the case. It would seem that the latter placing of them could be properly governed by the Highways Commissions and doubtless these commissions will be given more power as accidents increase.

It is too bad that it needs accidents to point out the dangerous places whereas a little forethought might prevent them.

## MID-SUMMER MEETING AND SALES SESSION OF THE EASTERN NURSERYMEN'S ASSOCIATION

The regular mid-summer meeting and outing of the Eastern Nurserymen's Association was held on September 11 and 12, the meetings taking place at the Hotel Pennsylvania, New York City, and the outing the following day, covering several of the most important nurseries on Long Island.

The regular meeting was preceded by a meeting of members of the Executive Committees of the Eastern Nurserymen's Association and the Pennsylvania and New Jersey State Associations. At this meeting there was discussed, among other things, the plan of affiliating the two state associations with the Eastern Association for the purpose of more effectively accomplishing the different lines of work in which all three of the associations are interested; and also to arrange to permanently plan for joint meetings so that the time of members belonging to the different associations, now required for attending meetings and conventions in connection therewith, may be conserved. It is no inconsiderable problem for the nurseryman and florist of the present day to find the time required to attend the sessions of all the various organizations which he is called upon to belong to.

If the proposed plan of affiliation is carried out, it will not mean that the two state associations will lose their identity, but merely that some of their lines of work will be carried on in connection with the Eastern Association.

This informal meeting of the several executive committees was followed by a get-together luncheon, attended by about thirty members. At this luncheon, there were no "set" speeches, but merely an opportunity for the members of the various associations to meet old acquaintances and make new friends.

At 1.30, the members of the New Jersey State Association assembled for their regular mid-summer meeting, and the members of the Pennsylvania Association who were present also got together for an informal meeting, the regular summer meeting of this association having been held at Reading.

## MARKED PROGRESS IN JAPANESE BEETLE CONTROL

As has been the case for several years, the Japanese Beetle occupied a prominent place at the New Jersey State Association meeting. The trend of the discussion of this subject, however, was very much more cheerful than on any previous occasion. The most encouraging thing reported in connection with the beetle was the fact that the Japanese Beetle Laboratory has discovered a



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APPLES: 2 yr. buds  
 PEAR: 2 yr. buds  
 CHERRY: 2 yr. buds  
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Also a large assortment of general Nursery Stock including one year budded Fruit Trees,, Nut and Ornamental Trees, Shrubs, etc.

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**SHRUBS**—Good assortment of all the desirable kinds.

**FRUIT TREES**—True to name, Eastern grown.

**DWARF TREES**—2 and 3 year.

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*Send Us Your Want Lists. We Like  
To Do Every Item*

October 1, 1924

**A**  
**Complete Assortment**  
of  
**NURSERY STOCK**

Apple, Peach, Pear, Plum  
 Cherry and Quince  
 Small Fruits  
 Ornamental Trees Shrubs  
 Evergreens  
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**W. & T. SMITH COMPANY**

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77 Years

1000 Acres

Write for special prices

**NURSERY SPADES**

**EXTRA LONG STRAPS**

and

**REINFORCED AT  
BEND OF HANDLE**

also where

**STRAP IS WELDED  
TO BLADE**

*Made in Either Square  
or Round Point*

**T. ROWLAND'S SONS, INC.**

Cheltenham -:- Penna.





coated arsenate of lead which has given 90 to 96 per cent. kill, and can be used for spraying in the ordinary way. Heretofore, it has been impossible to find any poison which the beetles would eat at all; in fact, experiments had proved that they would starve before touching the ordinary poison sprays. By using this new form of arsenate of lead, which can be applied by the ordinary methods, practical commercial control of the beetle on truck and orchard crops is assured.

In the second place, of particular interest to nurserymen, a method of treating the soil balls of trees such as evergreens in the nursery row has been worked out, which apparently will give an absolutely certain kill of all grubs in the soil without the slightest injuring the plants treated. In fact, the material used—a form of carbon bisulphide—seems to act as a desirable stimulant to plant growth and is beneficial rather than detrimental.

Mr. Clark, of the Dreer organization, reported that the number of beetles in the centre of the infested area was decidedly less this year than last year, and that last year had showed some decrease over the preceding year. This was accounted for by the increase of the natural parasites, and possibly of disease among the beetles where they had reached their maximum numbers.

Plans have been made by the Federal and State authorities for the continuation of the same rigid inspection which has been carried on during the past few years, and while the zone under quarantine will probably be extended again slightly this year, both the authorities in charge of the work, and the nurserymen in and near the area, feel that the Japanese Beetle problem looks much more promising of satisfactory solution than it has at any time previously.

Just preceding the sales session, which followed the meetings of the two state associations, there was shown for the information of the members present the new set of colored lantern slides which has been procured by the Eastern Association for the use of its members. These slides, which were obtained from the McFarland Publicity Service, are excellently done and if used to anywhere near the extent they should be by the members of the Eastern Association, should do much to further the interest in intelligent planting. These slides are available to members of the association for a nominal rental charge. (Particulars concerning the use of the slides may be had upon request from the secretary of the Eastern Nurserymen's Association, F. F. Rockwell, Bridgeton, New Jersey.)

#### \$10,000 WORTH OF STOCK SOLD IN AN HOUR

Following the showing of the lantern slides, the mid-summer sales session was opened with a talk by Mr. Koster. The general plan of the sales session is clearly shown by the letter sent out to members of the Eastern Association by the Sales Session Committee.

The sales session resulted in actual sales of upward of \$10,000 on the floor. Many members, however, reported buying or selling which was not definitely closed at the time, which will probably double this amount.

For the evening, the members present broke up into a number of small parties, some going over to see the Wills-Firpo scrap across the river, and others taking in some of the many good shows to be seen in New York this season.

Early next morning the entire membership present left in automobiles and a large bus to make the Long Island trip, which was arranged for them by the courtesy of the Bloodgood, Cottage Garden and Isaac Hicks & Sons Nurseries. There were about 50 present, including the representatives of most of the more important firms in the territory covered by the Eastern Association, such as Henry A. Dreer, Inc., Princeton Nurseries, Wm. H. Moon Co., B. H. Farr, Andorra Nurseries, Thomas B. Meehan & Co., Lovett's Nurseries, New Brunswick Nurseries, Koster & Company, etc.

The first stop was made at the Bloodgood Nurseries, Flushing, Long Island. Here some new plantings of evergreens and the large blocks of several varieties of shade trees looked particularly well. Most unfortunately, the elder Mr. Foulk was confined to the house, and his usual energetic and enthusiastic greeting was missed by the nurserymen.

From the Bloodgood Nurseries, the party went to Cottage Gardens, at Queens, Long Island, where the most striking thing was the propagation of young evergreens of all descriptions. At this place, this material is turned out almost as though by a factory, and one could but be impressed as always, by the very efficient way in which Mr. Brown keeps things moving.

After an extensive tour of the Cottage Gardens Nurseries, the party left for the plant of the publishing firm of Doubleday, Page & Co., at Garden City, Long Island. This house, as is generally known, publishes "Country Life in America," "The Garden Magazine," and "World's Work," and has one of the largest book manufacturing plants in the world. The surprise of the day for most of the nurserymen present was received on the tour of inspection of the Doubleday, Page & Company grounds, where a wonderful series of gardens has been built up under the supervision of Mr. Leonard Barron, editor of the Garden Magazine. Many rare plants not usually encountered are to be seen in these gardens, as well as the everyday things. Of particular interest and uniqueness was the garden of evergreens surrounded by a magnificent hemlock hedge. In this garden, which contains nothing but evergreens, there is a wonderful collection of species and varieties artistically grouped. A splendid luncheon was served to the members of the Eastern Association by Doubleday, Page & Company, which was followed by happy talks from Mr. Barron, Mr. Everett and Mr. Lester Lovett. After the luncheon and the refreshing rest in the Doubleday, Page gardens, the gang went next to the nurseries of Isaac Hicks & Son, Westbury, Long Island. Unfortunately, Mr. Henry Hicks had to be absent, attending the postponed meeting of the New York State Association, but there were many things of interest to be seen, and the nurseries were in exceptionally good condition.

#### A MOST UNUSUAL NURSERY

Leaving Hicks Nurseries, the bunch travelled to the Cedar Hill Nurseries of Mr. T. A. Havenmeyer. Mr. Havenmeyer's purpose in conducting this semi-private and semi-commercial nursery is to make available to nurserymen as well as to private growers many of the newer and rare plants not yet available in the trade. To those who had never before visited the place, the inspection of this nursery was a rare treat, and even to those who have



# Watch for It!

Our FALL TRADE LIST will be sent to you in September. You will find our assortments to be more complete than ever. A few of the good things offered are:

**CATALPA BUNGEI**

**RHUBARB**, one and two year

**RUSSIAN MULBERRY** seedlings

**PERENNIALS** in 60 varieties

**KERRIA JAPONICA** Fl. Pl.

**APPLE SEEDLINGS**, Kaw Valley grown

*If you don't get your copy tell us about it.*

**A. WILLIS & CO.**

*Wholesale Nurserymen*

**OTTAWA, KANSAS**

## REAL SERVICE

IS

a most important factor for the buyer of NURSERY STOCK to consider.

OUR equipment is **SECOND-TO-NONE**. The most modern improvements, mechanical and otherwise—in a **STORAGE** 320 feet x 224 feet—inside **TRACK**—and **UNEXCELLED** shipping facilities.

Here it is!

Storage

Two



Covers

Acres

**MR. BUYER OF NURSERY STOCK!**

Doesn't this interest YOU!

When you know in addition you are getting **FIRST CLASS** stock, **GROWN** and **GRADED** by a firm that knows.

HOW?

**RICE BROTHERS CO.**

**GENEVA, N. Y.**

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A well-balanced line  
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Fruits Ornamental Trees and Shrubs,  
Perennials and Roses

## The Best Tree Digger on Earth



Used and Recommended by Leading  
Nurserymen.

The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

**Stark Bros. Nursery & Orchards Co.**

**LOUISIANA, MO.**

We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

**COLLECTORS OF TREE SEEDS**

THE

**North-Eastern Forestry Co.**

**CHESHIRE**

**...Connecticut...**





MEMBERS AND FRIENDS OF THE SOUTHERN NURSERYMEN'S ASSOCIATION AS THEY APPEARED ON THE GROUNDS OF

seen the place before, there is always something new and interesting.

"Field Day" spent on Long Island was voted by all present as one of the most interesting and instructive ever attended, and the only regret of those present was that there had not been more of their fellow nurserymen to make the trip with them.

#### GETTING LANDSCAPE BUSINESS

By Walter E. Campbell, Greensboro, N. C., Read Before the Convention of the Southern Nurserymen's Association

The Garden of Eden was the first landscape garden, Adam and Eve were the first landscape gardeners. There is plenty of history to substantiate the fact that this was a purely ornamental garden, that some fruit was only for ornamental purposes and not intended to be eaten. But Eve, woman like, had to let her curiosity get the best of her and went around sampling all the fruit. Well that was not so bad if she had stopped there, but then she started throwing the bull to Adam, and gentleman landscape gardeners have been doing it ever since.

Recently I made a call at a handsome home in Charlotte. The lady said she had a horticultural freak she wanted to show me and led the way to a planting of *Osmanthus americana* and called my attention to the variations in the foliage. All of you who are familiar with this plant know that it has a freakish tendency to produce some leaves that are serrated, some spiny, and some entire, all in the same whirl. It is not a case of primary and secondary foliage for all three types appear in the same seasons growth. She showed me the small round smooth leaves growing in the same whirl as the spiny and serrated ones, and said that a nursery representative, whose card said he was a landscape gardener, told her that the plant was a very rare specimen as it was crossed with the rambler rose growing on a trellis over head.

Gentlemen this is no time to laugh, it is a time to pause and think. It is just such bull as that which is hurting our reputations. I do not dispute Darwin's theory that the genus homo and genus lemeus may be crossed, for that agent was a striking example with an excess of the latter genus. However, I do know for a certainty that no one can effect a hybrid between the Gleaceae and Roseacea families.

We may not be encouraging such things today, but to say the least we are condoning them when we do not absolutely put a stop to such practices.

Selling ornamental plants to intelligent city people requires more knowledge and less bull than selling fruit trees to uneducated farmers; and if you allow your men to practice such methods somebody is going to call your hand and your reputation is going to suffer. There has been a vast change in the nursery business even within the memory of the young men present here today. Even no longer than twenty years ago the volume of business was in fruit stock. The ornamental field is fast gripping the attention of every wide awake nurseryman.

There is no easier way to sell nursery stock than to show the

people. An attractive little sketch will sell more plants than a plate book with a thousand pictures. If you are to get this business you must know your plants and how to group them. There are plants for sunny places, plants for shady places, plants for wet places, plants for dry places, plants that thrive in ordinary soil, plants that require rich soil, plants that even grow in poor soil. The whole ericaceous family demands an acid soil.

Do you expect the ordinary agent whom you glean from all walks in life to go out and intelligently represent you, with no schooling and no training in the intricacies of one of the greatest studies of nature? These agents must be trained. Look at the results obtained by the Fuller Brush Co., the All Silk Hosiery Co., and numerous other organizations who are taking raw human material and making real salesmen of them for house to house canvass.

Every nurseryman ought to be a well informed and a conscientious horticultural adviser for his own community. To fill this position acceptably we all will have to do some studying. We should know habits and characteristics of our plant material as well as methods of growing and selling.

F. T. Barnum said: "The American people love to be humbugged," but Abe Lincoln went one better when he said, "You can fool all the people some of the time and some of the people all the time, but you can't fool all the people all of the time."

If you would enter the landscape field you must put your house in order from top to bottom. A landscape planting must be artistic. The assortment must be well balanced and grade uniform. One shrub must not be three foot high with seven stems and another five feet high with two stems. If a landscape architect's order calls for shrubs three to four feet, they must be that grade and not two to three feet or four to five.

Digging must be more carefully done. How many nurserymen spend ten years growing a tree and then absolutely murder it at digging time? There must be more transplanting of growing stock, especially evergreens, more shaping, staking and pruning in the nursery row. More care must be exercised in the handling of stock between the field and the packing shed. Roots must be covered and trunks protected from bruises. Those little invisible hairs which collect the moisture and food supply of a plant if exposed to ten minutes direct rays of the sun, dry and wither. Guard them more carefully, then you will not have so many replacements.

More care must be exercised in the packing shed. Stock must not be jammed into boxes so that the tops are skinned and the trunks bruised. A little straw around the cleats of the boxes or under the belts of the baling machine will save many a trunk bruise which is responsible for dead hearts and trunk cankers. Be more careful in the appearance of boxes and bales. Second hand boxes may be cheaper, but they don't help your reputation.

More business like methods must be adopted in the office. Mail must be promptly answered, and all questions given careful attention.

Neat personal appearance must be demanded of the salesman. A clean collar costs two and one-half cents, a suit may be pressed for fifty cents, a tooth brush costs thirty five cents, a hair cut forty cents and you can buy a good safety razor for a dollar.





N LINDLEY NURSERY CO., POMONA, N. C., DURING THE CONVENTION HELD AT GREENBORO, N. C., SEPTEMBER 3-4, 1924.

You had better make your salesmen a present of this outfit, for a two days growth of whiskers may mean failure to gain admittance and the loss of a good order.

There was an interesting article in the June American which every nurseryman ought to read. It deals with the career of Ben Gear, a college professor, who due to the illness of his brother was forced to take over the management of several large southern cotton mills. Quoting from the article—Mr. Gear called his superintendents before him and said, "I want you to see that every foreman and other officials of this mill, whether he be minor or not, shave every day and dress neatly. And I want you to keep this mill so clean that a woman dressed in white may go through it and come out without a speck of dirt or grease on her clothing." Early in Mr. Gear's administration plans were enacted for a systematic clean up of both the mill grounds and the entire village, and an attractive planting of ornamental shrubbery and shade trees. Let's learn more about plants, cut out the bull and talk facts.

### HIS FATHER'S AIM

A mountaineer walked some forty miles through the hills to take his overgrown son to a school in Perry county, Kentucky.

"This here boy's after larnin'," he announced. "What's yer bill o' fare?"

"Our curriculum, sir," corrected the schoolmaster, a recent arrival from the lowlands of the Blue Grass, "embraces geography, history, all of the branches of mathematics, including trigonometry."

"That'll do," interrupted the father. "That'll do. Load him up with triggernometry. He's the only poor shot in the family."—Savannah Morning News.



MEETING OF SOUTHERN NURSERYMEN IN ATLANTA, 1908

Back Row—J. C. Miller, Harry Nicholson, H. K. Miller, James Frazier, Henry Chase, W. A. Easterley, E. L. Worsham, R. E. Allison, Frank Smith, James Cureton. Middle Row—J. Van Lindley, J. A. Granger, John W. Geraty, B. Thornton, H. Harold Hume, R. C. Simpson, John Galhouse, D. W. Hunter, W. F. Heikes. Front Row—John A. Young, C. M. Erwin, A. A. Newson, Charles T. Smith, President; I. Smith, Secretary and Treasurer; J. R. Murphy, Mortimer Smith, W. T. Hood. Two of these men, John A. Young and the late J. Van Lindley, represented Greensboro nurseries. Mr. Lindley, father of Councilman Paul Lindley, founded the J. Van Lindley Nursery Company at Pomona.



## PLANT CONFERENCE AGREEMENT RECEIVES UNANIMOUS ENDORSEMENT

All of the States in the Union and, in addition, Porto Rico, Guam, Hawaii and British Columbia, have now ratified the agreement drawn up and adopted at the Plant Quarantine Conference held at Washington April 28-30.

It will be recalled that this conference, called at the instance of the Federal Horticultural Board and attended by representatives of twenty-one States, discussed in detail the problem of plant quarantines and other similar measures intended to check the spread of dangerous insects or plant diseases. After thorough consideration of the whole subject, including its relation to interstate commerce, is bearing on necessary protection of agricultural and horticultural interests within the States, and its aspects as related to the Federal constitution and to Supreme Court decisions, the State representatives and the Federal Horticultural Board adopted unanimously an agreement which provided in substance as follows:

Quarantines are to be recognized as in certain emergencies the only feasible means of preventing the entry or checking the spread of dangerous insect pests and diseases. They are, however, to be established only when the economic benefit clearly outweighs the losses they may occasion.

Restrictive quarantines, rather than absolute embargoes, are to be employed where inspection and treatment are believed to be adequate safeguards, or where the object to be accomplished is to check the spread of diseases or pests of long establishment or wide distribution, or where the disease or pest under consideration is of minor economic significance and can be at least partly controlled by inspection.

Embargoes are to be employed only where restrictive quarantines are inadequate. Examples of situations requiring embargoes are found in an infestation or infection, the presence of which can not always be determined by inspection; or where efficient inspection is not practicable because of the volume or nature of the material involved; or where adequate inspection is not maintained at the point of origin of the material and there is danger that a dangerous insect or disease will escape and become established while material is in transit or at destination, regardless of inspection at destination; or where the purpose is to eliminate host plants, in order to secure control or eradication within a definite area.

State quarantines are to be drawn up so as not to conflict with existing Federal quarantines and are to be modified where they now conflict.

If it is inexpedient to control an entire situation through Federal quarantine, a State is free to take such action as may be necessary for its own protection, provided this action is not in conflict with the Federal measures.

The needs of a State with respect to any plant quarantine subject may be presented to the Federal Horticultural Board at any time and after full consideration shall be covered by Federal action so far as practicable. In case Federal action is not taken, the State may take suitable action. A State that is considering action, however, agrees to send advance notice wherever practicable to the Federal Horticultural Board and those who would be in-

terested in or affected by such action. When a State enacts legislation or issues a regulation, similar notice of it shall be sent out.

On request of a State the Federal Horticultural Board agrees to send notice to State authorities as to the destination of material originating within a quarantine area.

Information as to any changes of personnel in State forces, or in Federal quarantine officers, is to be exchanged promptly.

Where existing State legislation is inadequate to secure full co-operation between State and Federal authorities and to enable State authority to be conferred upon Federal inspectors, an attempt is to be made to obtain enabling legislation.

Following the Washington conference, the agreement was presented to the States attending the meeting of the Western Plant Quarantine Board, at Denver, May 12-14, and was adopted by them.

Acting under instruction from the States attending the Washington conference, the chairman of the conference submitted to all the remaining States and territories a report of the conference and a copy of the agreement. The States and territories were asked to consider the agreement and to give it their assent if it met with their approval. Letters of assent have now been received from all the remaining States, from the territories named and from British Columbia. The agreement, therefore, now becomes the practical working plan relating to quarantines or restrictive measures.

Several States which, in the past few years, had set up quarantines or other restrictive measures that are now covered by Federal regulations, have withdrawn or modified these in accordance with the terms of the agreement, and it is hoped that other States will do likewise.

W. C. O'KANE,  
*Chairman of Conference.*

## NEW YORK STATE NURSERYMEN'S ASSOCIATION

The summer meeting and outing of the New York State Nurserymen's Association which was announced as a boat trip to Cobourg, Canada, was instead held on September 11, 1924, at Point Pleasant, on beautiful Irondequoit Bay, about six miles from Rochester.

Members met at the Powers Hotel, Rochester, from whence they were conveyed by automobiles to the picnic grounds. Luncheon was served, after which a program of sports was carried out.

At the meeting Mr. Harlan P. Kelsey, president of the American Association of Nurserymen, who was a guest referred to the convention of that association to be held in Rochester next June. He also spoke of other association matters.

Mr. C. H. Perkins, 2d, was appointed chairman of a committee on arrangements for the coming convention.

Mr. Hicks offered a resolution favoring the establishing of a school for nursery training at the New York State College of Agriculture at Cornell University, which was adopted unanimously.

A bountiful dinner was provided at six o'clock, after which the members departed for their homes.

About eighty-five attended, among whom were a number from outside the state.



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We are pleased to offer for Fall 1924

CHERRY, One Year Sours, 11-16 up  
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 PEACH, One Year, Leading Varieties  
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¼ inch	4 ft.	⅝ to ¾ in.	6 ft.
½ to ⅝ in	4 ft.	⅝ to ¾ in.	8 ft.

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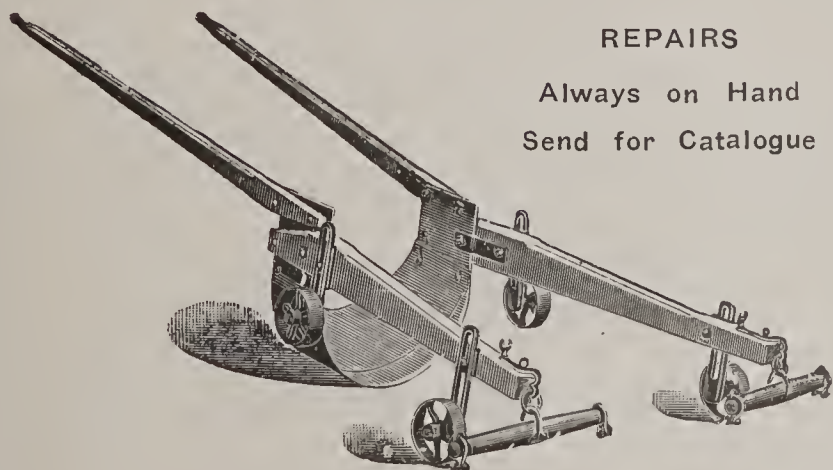
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 Dansville, New York



## A NEW AGRICULTURAL EXPLORATION OF NORTH-EASTERN CHINA

For a number of years the Department of Agriculture has been exploring the agricultural resources of China. The late Frank N. Meyer, dean of agricultural explorers, was first sent to that country in 1905. During the succeeding years he traveled widely, not alone in China, but also in Turkestan, Russia, Siberia and other parts of Eastern Asia. The agricultural reconnaissance which he made, and the plants collected by him, are proving of great value. In 1922, C. A. Reed, of the Bureau of Plant Industry, traveled in the walnut-growing regions of China, and brought back much information concerning nut crops, as well as plant material. Joseph F. Rock, originally sent out as an agricultural explorer of this department, and later transferred to the National Geographic Society, explored the remote and little-known southwestern portion of the country, securing a vast amount of information concerning the native flora, and seeds of many plants likely to find a congenial home in certain parts of the United States.

A new agricultural exploring expedition, distinct in character from those which have preceded it, left San Francisco on July 22. This is headed by P. H. Dorsett, agricultural explorer, a man connected with this office for nearly a quarter of a century, and well known to most of our experimenters and correspondents. The work of the expedition, which will confine its activities to the northeastern part of China, in particular the provinces of Chihli, Shansi and Manchuria, is designed to benefit principally the northern portions of the United States, and especially the Great Plains region. The Department has long desired to undertake an intensive search for hardy crop plants, fruits and shade trees, but disturbed political conditions in eastern Asia, the most promising field for such an exploration, have necessitated considerable delay in carrying out the project.

For many centuries the Chinese have been cultivating and improving fruits, vegetables and crop plants of many sorts. Their highly developed plant types may prove of great value to us, fitting into climatic, soil, and economic needs we have hitherto been unable to meet. The expedition, therefore, will work upon the plan which the Department has been following for several years in its Latin American explorations—in place of covering a wide range of territory, devoting but little time to any given section and its crop plants, a permanent base will be established in some conveniently located place, and critical studies will be made of plants found there, not alone with a view to securing seeds or propagating material, but also to obtain information which may be used to strengthen our agricultural and horticultural industries generally.

Forage crops and cereals of value are likely to be found in Manchuria, and the soy bean, which has in recent years become an important crop in the United States, will be studied carefully, with a view to securing new varieties of promise. From northern China, several hardy, drought-resistant shade and windbreak trees have already been introduced into this country. These have shown themselves capable of growing in regions where few other shade trees prosper, and it is ex-

pected that the present expedition will result in the introduction of numerous similar trees of value for the Great Plains region. Wild fruit trees, or wild relatives of fruits cultivated in the United States, will be obtained for the use of breeders now at work on the problem of securing hardy fruits for regions of extremely cold, dry winters; while other species of the same general character may prove valuable as root-stocks on which to graft our cultivated fruits, just as *Amygdalus davidiana* from northern China has already done.

Special attention will be given to the study and collection of highly developed fruit and nut crops, such as the bush cherries, jujubes, persimmons, pears, peaches, plums and chestnuts. The Department has made a number of introductions of the Chinese hairy chestnut, a promising species. It is blight resistant, lends itself to orchard culture and furnishes a nut closely resembling that of our native species. Up to the present however, seeds only have been introduced, and seedlings do not come true. An effort will be made to secure grafting wood of numerous fine varieties known to exist to the north of Peking.

These are a few of the lines of work which the Northeastern China Expedition will undertake to carry out during the next year or two. The co-operation of the agricultural experts of Nanking University and other institutions in China will be secured to the fullest extent possible, and it is expected that American missionaries, who have always been helpful to this Department, will assist in making the work of the expedition a success. New and promising varieties of fruits, forage plants, cereals and other crops which are discovered by the expedition will be brought to the attention of local agriculturists and horticulturists, so that China may profit by the work as fully as the United States. It is planned in fact, to make this a mutually beneficial agricultural exploration of northeastern China—one of the oldest agricultural regions in the world.

WILSON POPENOE,

In Plant Emigrants No. 217, U. S. D. of A.

## NEW FLORISTS CLUB

The newly organized Aurora Florists Club held its third meeting on Tuesday evening, September 2nd, at which time the following officers and trustees were elected for the coming year:

President, Peter Freeman.

Mr. Freeman is a well-known florist throughout the entire country, having been in business all his life and in Aurora, Ill., for the last twenty-two years, devoting his time to the growing and retail business.

Vice-president, J. M. Smeley.

Mr. Smeley needs no introduction to the florists of the country as he has been active in the florist business all his life and in Aurora for the last twenty-seven years, both growing and retailing.

Secretary, Thomas Cahill.

Mr. Cahill is a member of the firm of Cahill & Roth, who bought out the retail interest of the Aurora Greenhouse about one year ago. Mr. Cahill is well known,



## Select Nursery Stock

*A few good items which we will have to offer this Fall in carload lots or less. Select grades in all sizes at most reasonable prices.*

Berberis Thunbergi  
Cornus Siberica, and Aurea  
Deutzia Lemoine, and Pride of Rochester  
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Philadelphus Coronarius, and Grandiflorus  
Privet Amoor River North  
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Symphoricarpos Racemosus, and Vulgaris  
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strong two year  
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2 to 3 ft.  
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extra fine low branched, 1 1/4 inch caliper, 10 ft. and up. in  
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You Will Root  
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PEARS  
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**We are sold out of all but European White Birch, 3 to 6 in. in size.**

This size lined out in good soil should be large enough for budding next summer.. BUT, order at once if you want them.

**HARLAN P. KELSEY, Salem, Mass.**

## Apple and Peach in Surplus

*We Have the Following*

apple and peach in excess of our wants for our retail trade which has been grown under the best of culture and cannot be outclassed by any Nurseryman in the Country. Apple grades run in the 11-16 and up 5 to 6 foot grade and in the 5-8 to 11-16th grade, Varieties Grimes Golden, York Imperial, Rome Beauty, North Western Greening, Gano, Maidens Blush, Wine Sap. Peach run in the 4 to 5 foot grade 3 to 4 foot and 2 to 3 foot grades, Stump the World, Champion, Carman, Belle of Georgia, Brackett. Can furnish both Apple and Peach in ear load lots and will make an interesting price on both lots of 10,000 or more, there is no better stock offered the trade and samples will be furnished on request, write for special quotations by letter.

**THE BOUNTIFUL RIDGE NURSERIES**

Princess Anne, Maryland



having been connected with some of the leading retail florists in the country for the last ten years.

Treasurer, H. G. Haman.

Mr. Haman bought out the Aurora Floral Co. several years ago and while it was something new to him at the time, he now runs one of the leading retail stores in Aurora.

Trustees, F. C. Schaefer, A. Carlson, J. A. Young, and (one year) Chas. McCauley.

Mr. Schaefer formerly ran a retail store in Aurora in connection with his greenhouse, known as the Aurora Greenhouse Co., and which he sold to Cahill & Roth about one year ago. He is now operating a wholesale greenhouse, growing a general line of plants and cut flowers. His specialty is cyclamen.

Mr. Carlson purchased one of the plants of the Aurora Greenhouse several years ago and now grows a general line of plants and cut flowers.

Mr. Young is well known throughout the country, having been in the horticultural business for the last twenty-two years, making a specialty of perennials, peonies, iris, shrubs and landscape gardening. He was secretary of the Illinois Nurserymen's Association for seven years and now holds the office of vice president.

Mr. McCauley, of Geneva, needs no introduction as he is one of the largest growers in this section of the country, being active in anything for the promotion of the florist business. He is also treasurer of the Chicago Flower Growers' Association.

The club, at the present time is in its infancy, but at each meeting has taken in new members and expects in time to be one of the leading clubs in this section of the country.

## ANNUAL CONVENTION OF THE NATIONAL ASSOCIATION OF GARDENERS

The National Association of Gardeners held their annual convention September 9-11, 1924, at Newport, R. I. Over two hundred were present, showing the growing importance and size of this worthy association.

The following officers were elected: James Stuart, president; Mr. La Moude, vice president; Mr. Ebel and Mr. Free were re-elected secretary and treasurer respectively. Detroit was chosen to have the honor of the 1925 convention.

Besides the handling of business, many of the very fine estates of that section were visited and thoroughly enjoyed.

The following are President Robert P. Brydon's and Secretary M. C. Ebel's addresses respectively:

### PRESIDENT'S ADDRESS

*Robert P. Brydon*

Members and Friends of the National Association of Gardeners:

It is with great pleasure that we are meeting in annual convention in the historic city of Newport. Your city was the unanimous choice of the conference held in Cleveland at the time of the National Flower Show for our 1924 meeting. That is the reason why we are here today.

We are meeting in one of the oldest cities in our country, a city rich in tradition, and wealthy in garden lore. It has been a city of homes and gardens from the beginning of gardening in

this country. It is the home of the Newport branch, the first in the association, the formation of which has accomplished more for the association than anything that has been done in years. It is the parent of many branches and we hope of many more. So you can readily see, my friends, why a better place could not be had for our 1924 meeting.

This year we have added two branches, making a total of eleven. This number should be much larger. Certainly there are localities where a branch could be formed and where there are members who are willing to take this initiative in this work. They are the backbone of our association and ways and means should be found to increase them. The result should be a closer co-operation with our national headquarters, and a broader and greater interest in your own localities thus bringing in many more active and sustaining members.

Co-operation with the Massachusetts Agricultural College in the training of young gardeners has not been a success. We might pause and ask the reason. Is our profession such that it does not interest the young man? Are there conditions which confront the gardeners that the young man will not tolerate?

Ours is a noble profession and ways and means should and must be found to interest them. Today more than ever we need the young man and if gardening is not suitable for him, we as an association must strive to improve the conditions within so that in the future there will be no question as to the supply available.

There has been a large increase in sustaining membership this year, but there are many more who would gladly join if they were approached. With a large co-operating sustaining membership there is a wonderful opportunity for the association to do better and greater work. Add to the members at every opportunity and we will quickly see a greater and quickened interest on the part of estate owners.

There should be a closer bond between the National Association of Gardeners and the Garden Clubs. Name if you can two organizations who have more in common than they. Name two organizations who should be working harder for the elimination of bill boards, preservation of wild flowers, of our birds and many other things in which they are mutually interested. There is a wonderful field for good in this direction and every effort should be made to further this thought.

Do our brothers across the sea know that in America we have a National Association of Gardeners? Some means should be taken to tell them where our headquarters are, and what we are doing. Wonderful good might come to this.

Are we getting sufficient publicity to bring our organization to the attention of the people who should know more about us? Last spring we had some of the right kind in one of our leading financial journals. This is good and we should have more of it. I would recommend that a reasonable sum be set aside for that purpose this coming year. I believe it will bring results. The treasurer's report this year will show our treasury in a very flourishing condition but please bear in mind that while we have money no expense should be incurred except that which is necessary to carry on the work of the association. There are many ways we can spend money to good advantage but until we have a good surplus our expenditures should be reasonable.

Our quarantine laws are assuming a more serious aspect. This is worthy of considerable thought. We well know the results of some of our home grown bulbs, and have we any reason to believe that our success will be any better with others? Before this quarantine goes into effect we should be sure we are going to get good bulbs at a price within the reach of all.

Our local gardeners' conferences have been a success. More should be held particularly in those localities where our members found it inconvenient to attend our convention. These small informal gatherings sometimes bring out ideas and thoughts we would not get otherwise. Let's have more of them.

I believe we should have a larger membership in the S. A. F. We are doing a kindred work each in its own way and a closer relationship will do much to eliminate some of the misunderstandings past and present.

Our association through its branches should take an active part in all local horticultural activities, whether it be school gardening, flower shows, or anything which will advance the interest in horticulture. Many as individuals are taking part in local affairs, but as an association we must be more active.

It might not be amiss to call your attention to the work of our secretary. Hard conscientious work is bringing results, and any improvement and advancement in our association is due largely to his untiring energy.

A word about the Chronicle. I believe that a wider publication on local horticultural news would do well. Local news is local



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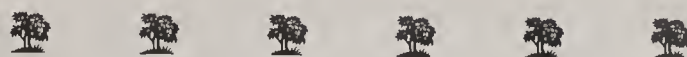
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**Spireas, Hydrangeas and Deutzias**  
in assortment. **Lombardy Poplar and**  
**Evergreens with a good assortment of Retinos-**  
**poras and Boxwood.**

Can supply the above in quantities.

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**SMALL FRUITS**—Grapes, well grown, Asparagus, Currants.

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**EVERGREENS**—Fair assortment.

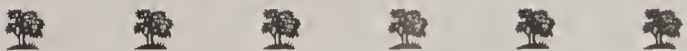
**SHRUBS**—Deutzia Gracilis, Deutzia Lemoinei, 500,000 Privet, California, 2 years. Spirea, 20 sorts. Weigelia Eva Rathke, Weigelia Variegated, Weigelia Candida.

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**PERENNIALS**—Large Assortment. Phlox especially. Strong Plants.

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**DERRY N. H.**

When writing to Advertisers please mention the National Nurseryman.



'tis true but I believe all are interested in what your fellow members are doing no matter where it may be.

And now fellow members and friends, I may have left the impression that this association stands only for co-operation, but that is farthest from my mind. I believe in co-operation, but we must be leaders as well. Leaders in every way for does not our association boast of leaders in every branch of the horticultural world. With all working for the common good that leadership should stand out above all else.

#### REPORT OF THE SECRETARY

*M. C. Ebel*

As the National Association of Gardeners obtained its charter in July 1911, it is now in its fourteenth year under the reorganized system. The members who have watched its progress during that period realize that much has been achieved so that the association now holds an enviable position in the world of ornamental horticulture and is exerting a beneficial influence for the cause it represents.

The association is recognized among the owners of country estates as a reliable source to which they may turn when confronted with the problems which often arise in the maintenance of their estates. While the remedies suggested by the association are sometimes rejected at first, they are usually adopted in the end with satisfactory results. It is this co-operation between the owners of country estates and the association which is bringing about a better understanding between employer and employee, and is making the services of the professional gardeners more truly appreciated.

When local branches were first proposed, the members who are our hosts today, were the first to follow the suggestion and for quite a while, the Newport branch had the field to itself. Gradually, however, other branches were organized and they are becoming very important units of the organization. While the branches may still be classified as in the experimental state, through the frequent interchange of ideas between the association and the branches, the branches will become the means through which the association will eventually spread its influence for the benefit of the gardeners at large. By manifesting an interest in local civic affairs, the branches can also become useful to the communities in which they are located and thereby advance the standard of the gardener and his profession locally. The stirring up of interest among the gardening fraternity in local sections by the branches has been helpful, as it has resulted in securing quite a number of new members and has created a feeling among the members of a closer relationship to the association as a whole.

The Bulletin System introduced by the national secretary's office in distributing the news of the different branches can only be developed through the co-operation of the branches by frequently supplying the secretary's office with news items, or in other words, reports of the activities of the branches. It is possible for the secretary to furnish frequent bulletins, if he has news to do it with, but it is not possible to create such news within his own office. It must be supplied.

While the association has increased its list of sustaining members during the past year, there remains ample opportunity for a further material increase in the number, if the members individually will only take sufficient interest to approach their employers personally, or have the secretary of the association do so through correspondence. Forty estate owners became sustaining members during the past year, and one hundred thirty-two active and associate members were enrolled. The indications are that there will be less delinquent members at the end of this year than there have been in past years. It is expected that many members who dropped out of the association, due to lack of interest, and whose interest is now being renewed through the activities of the branches, will avail themselves of the proposed opportunity to return to the association as new members.

Two important conferences were held this year, one during the National Flower Show in Cleveland on March 31, and one at the time of the National Orchid Show, Boston, on May 8. Both conferences were well attended and an atmosphere of good fellowship prevailed. The members present commented on this fact and stated that if that fraternal atmosphere could be spread throughout the association, big things could be accomplished. It was the consensus of opinion that such conferences should be held more frequently. Several resolutions were passed at these conferences which are to be brought before the convention for final action, one pertaining to the recommendation of directors by the local branches and the other to a temporary suspension of the by-laws, relating to delinquent members.

At the National Flower Show, Cleveland, an attractive booth

was maintained for the dissemination of information regarding the association and its policies. At the International Flower Show, New York, the association shared the booth of the Davey Tree Expert Company through the courtesy of that organization, from which literature was distributed and information imparted to inquirers. The result of the association being represented at the large flower shows is that it brings to it publicity which cannot be otherwise secured, and informs the public that there is an organization which is actively engaged in looking after the welfare of the members of the gardening profession.

The gold medal of the association was awarded at the National Flower Show, Cleveland, to Hugh Thomas, for meritorious effort in the cultivation of greenhouse plants. Mr. Thomas exhibited a splendid collection, showing marked cultural ability. At the National Orchid Show, Boston, the gold medal was awarded to Donald McKenzie, for the most meritorious exhibit of Orchids made by a member of the association.

Since the last convention, the deaths among our membership have been reported to the association's headquarters: sustaining, Arthur T. Cooley, Pittsfield, Mass.; active, John W. Jones, Neil McCallum, Pittsburgh, Pa., and James Andrews, Oyster Bay, L. I. It is possible that notice of the passing of other members of the association was not sent to the secretary's office.

The Service Department was called on by estate owners on a number of occasions during the past year to act in an advisory capacity. The number of positions filled was not large, which was not, however, due to neglect on the part of the Service Department, but owing to the fact that there were not many positions open. Nevertheless, the Service Department had its share of the positions filled and also had numerous opportunities to correct the views of some estate owners, applying for gardeners, on what constitutes the services of a gardener, and thus was able to combat the tendency to make the gardener a "Jack of all trades."

In conclusion, let me quote from the editorial which appeared last spring in one of the financial journals on the subject of the association and its aims:

"In the practical field, the association has made generally known the difference between the trained, experienced gardeners and those who are not so qualified. It has offered worthy gardeners an opportunity to advance in their profession. It has elevated the standard of the profession of gardening to the height that it deserves. It has likewise acted as a clearing house for gardeners and those who need them, offering landowners an opportunity of securing men whose capabilities and trustworthiness are guaranteed by the association sponsoring them. Practical advice is offered to country estate owners on any problems of maintenance that may arise. Briefly, the National Association of Gardeners occupies a position analogous to that of a modernized guild. It is worthy of the support of all interested in gardening—and, broadly speaking, all interested in adjusting human aesthetic needs to modern industrial civilization, in which no factor plays a greater part than horticulture."

#### SATIN MOTH QUARANTINE WIDENED

Spread of the satin moth to new territory in New Hampshire and Massachusetts has led the Secretary of Agriculture to extend the area held under Federal quarantine.

This quarantine applies only to poplars and willows. On account of the extreme difficulty of detecting the inconspicuous webs in which the caterpillars hibernate, it is necessary to place an embargo against the movement of these trees from the quarantined area.

#### CANADA DEPARTMENT OF AGRICULTURE Destructive Insect and Pest Act Advisory Board

Ottawa, August 15, 1924.

Memorandum to Importers of Nursery Stock from  
Countries other than the United States:

A Ministerial Order recently issued under the Animal Contagious Diseases Act prohibits the importation of merchandise packed in hay, straw, or other fodders, from countries other than the United States, on and after October 1, 1924.

Importers are advised to notify their shippers accordingly, as nursery stock, etc., packed in hay, straw or other fodders will not be permitted to land in Canada.

LEONARD S. McLAIN.

Secretary, Destructive Insect and Pest Act Advisory Board.



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Fifty-four years in **SHENANDOAH, IOWA**

For Fall 1924 We Have a Good Assortment But Especially Call Your Attention to the Following:

## APPLE

One and Two Year  
All Leading Varieties

## CHERRY

One and Two Year  
Eastern and Western Grown

## PEACH

Old and New Kinds

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Fredonia and Ohio Grown

## GRAPE

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Americana, Hansens', Japanese, European and Compass.  
Also some of the new Minnesota sorts.

## GOOSEBERRIES AND CURRANTS

Strong Grades

ACRES OF SHADE TREES, FOREST TREE SEEDLINGS, ORNAMENTALS AND ROSES

WE SPECIALIZE IN

APPLE AND JAPAN PEAR SEEDLINGS

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We Are Large Growers of Fruit and Nut Trees, Ornamentals and ROSES. Give Us a Trial. We Know the Quality of Our Stock Will Please You.

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JACKSONVILLE, FLORIDA

## SPECIMEN TREES at Wholesale

A choice lot of PLATT RIVER CEDARS, AUSTRIAN, SCOTCH and JACK PINES and Biota up to ten feet in height.

Also several thousand BERBERIS THUNBERGII in 24 to 30 inch grade.

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A. J. AMUNDSON CO.

CITY POINT, WISCONSIN

## SEEDS FOR NURSERYMEN

I am now booking orders for: TREE and SHRUB SEEDS, PEACH PITS, MAZZARD AND MAHALEB CHERRY, MYROBOLAN PLUM, FRENCH CRAB APPLE, FRENCH, JAPAN, CHINESE AND KIEFFER PEAR SEED.

All seeds of new crop and best quality. Send for my catalogue.

THOMAS J. LANE

SEEDSMAN

DRESHER, PA., U. S. A.

## PIEDMONT FORESTRY CO.

BOUND BROOK, N. J.

NOW READY

Fall 1924—Trade List—Spring 1925

Write For It Today

Large Assortment of  
EVERGREEN SEEDLINGS, TRANSPLANTS AND LIN-  
ING OUT STOCK. ALSO SHRUBS AND SHADE TREES

I have probably the largest planting of Cortland apple trees in New York State, and offer strong, healthy scions in quantity.

W. H. HART, Arlington, New York

## WELLER'S BETTER PEONIES

3-5 Eyes, plus roots

September Delivery

ALBATRE, white

ALBERT CROUSSE, rose, white

AUGUSTINE d'HOOR, red

BARONESS SCHROEDER, pink

BOULE De NEIGE, white

CLAIRE DUBOIS, pink

COURONNE d'OR, yellow

EDULIS SUPERBA, pink

FELIX CROUSSE, red

FESTIVA MAXIMA, white

KARL ROSENFELD, red

LIVINGSTONE, pink

MADAME CALOT, blush

MAD. DUCEL, pink

MME. EMIL LEMOINE, flesh

MELLE. LEONIE CALOT, blush

MARIE CROUSSE, salmon

MIKADO, Japanese red

MONS. KRELAGE, red

MONS. MARTIN CALUZAC, maroon

PRESIDENT TAFT, blush

RUBRA SUPERBA, red

SARA BERHARDT, pink

TRIOMPHE De L'EXP. De LILLE, pink

DIELYTRA SPECTABILIS

Write for Prices

WELLER NURSERIES COMPANY, INC.

PERENNIAL SPECIALISTS

HOLLAND

MICHIGAN





## Obituary.

THEODORE FOULK

It is our sad mission to chronicle the death of this veteran nurseryman. He died at his home in Flushing, Long Island, after a week's illness.

Theodore Foulk was born near Oxford, Pa., on February 1st, 1848, son of Aaron and Margretta Foulk. His father came of Welsh Quakers and his mother was a McIntyre, her ancestors coming from Scotland.

At the age of sixteen Mr. Foulk entered the nursery business at Coatesville, Pa., with Lukens Pierce. About the year 1870 he went to West Chester, Pa., to occupy the position of superintendent of the Morris Nurseries then conducted by Otto and Achelis.

In 1882, Mr. Foulk was married to Miss Mabel Way, of Kennett Square, Pa.

During the year 1883 Mr. Foulk and William Flemer started a nursery in Roselle, N. J., the latter managing the business while Mr. Foulk remained in West Chester. His interest in this enterprise was disposed of to O. H. Felmy in 1887 and the following year he went to Little Silver, N. J., to take a position with the J. T. Lovett Co.

In 1890 Mr. Foulk acquired a half interest in the Bloodgood Nurseries at Flushing, buying out the Murray interest and establishing the firm of Keene & Foulk. Mr. Keene retired in 1903 and Mr. Foulk incorporated the Bloodgood Nurseries, his friend, Mr. Flemer again becoming his associate and a director in the company of which Mr. Foulk was president holding this position until the time of his death.

The funeral services were held in his home on Sunday, September 21st, the burial taking place the following day in the cemetery at Oxford, Pa., where his ancestors and son, Donald, are at rest.

Mr. Foulk is survived by his widow, a daughter, Helen, a son, W. Flemer and the latter's three small children.

In his sixty years of active service in the nursery business, Mr. Foulk became widely known as an exceptionally good grower and won the esteem and respect of all with whom he had intercourse. He was particularly noted for his integrity and square dealings.

During the recent world conflict Mr. Foulk refused to buy any Liberty Bonds, contending that no government should be burdened with war taxation and not willing that his heirs should profit by the sufferings of a war stricken world. Nevertheless he did not fail to do his part and gave several thousand dollars outright to France, Belgium and his own country. He also contributed generously to the Friends Service Committee for work in devastated countries.

### CHANGE IN FIRM NAME

The Waxahachie Nursery Company of Waxahachie, Texas, has changed its name to the "Mayhew Nursery & Floral Company" on its twenty-fifth anniversary in the nursery business.

### NO FEDERAL QUARANTINE AGAINST THE ORIENTAL BAG MOTH

The Federal Horticultural Board, United States Department of Agriculture, announces that as a result of the information brought out at the public hearing August 4, and of information subsequently received by letter from interested parties, it will not recommend a Federal quarantine against the Oriental bag moth, which is prevalent in a restricted area in eastern Massachusetts. This insect was first discovered in Dorchester, Mass., in 1906, and was probably imported from Japan on nursery stock as in that year there was a nursery in Dorchester conducted by Japanese. Its spread has been slow, it has not yet infested any nurseries, and it can be easily held in check with arsenical sprays. The insect, although feeding on a variety of trees, thus far appears to be a rather minor pest.

Inasmuch as the Commissioner of Agriculture of Massachusetts has taken action looking to the control and, if possible, extermination of this insect, it does not appear that a Federal quarantine is necessary at this time.

### LEAVENWORTH NURSERIES

Carl Holman, Proprietor

LEAVENWORTH, KANSAS

Apple 1 and 2 year	Peonies	Grapes
Cherry 1 and 2 year	Iris	Barberry Thunbergii
Peach	Rhubarb	Spirea Anthony Waterer
Pear	Blackberries	Spirea Callosa Alba
Catalpa Bungei	Gooseberries	Asparagus
	Currants	

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**PEACH, APPLE, PLUM; and we are offering some SHRUBS and EVERGREENS.**

**PRICED TO SELL!**

**And of course PEACH PITS, 1924 crop, ready for prompt shipment.**

### THE HOWARD-HICKORY CO.

Hickory, N. C.





## FIELD GROWN ROSES

Please send your card for our new mailing list. Spring price list ready about June 15

**HOWARD ROSE CO., Hemet, Cal.**

HYDRANGEA P. G., SPIREAS eleven varieties, PHILADELPHUS seven varieties, DEUTZIAS, ALTHEAS, TAMARIX, WEIGELAS and other hardy shrubs. AMERICAN ARBORVITAE 2 to 4 ft., EUROPEAN SYCAMORE, CATALPA BUNGEI, SILVER MAPLE, ROSES, GRAPES in one and two year, BLOWERS BLACKBERRY, CALIFORNIA PRIVET two year, PEACH, APPLE, PEAR, PLUM, CHERRY and QUINCE.

**H. J. CHAMPION & SON**

PERRY, OHIO

Established 1866

## NAPERVILLE NURSERIES

— GROWERS OF —

**Trees, Evergreens, Shrubs, Perennials, etc.  
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Get them from the Makers

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ROCHESTER, N. Y.**

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Seedlings

**BLACKBERRIES**  
**EARLY HARVEST and MERSEREAU**

Root Cutting Plants

Write For Prices

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WINFIELD, KANSAS

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Pear Seed— **USSURIENSIS** (True)  
**SEROTINA** (Japan Wild Pear)  
**CALLERYANA** (True, Large Grower)  
**BETULIAFOLIA** (Chinese Wild Pear)  
Also **PEACH PITS, ROSA MULTIFLORA** and **KOREAN BOXWOOD**

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**DECHERD, TENN.**

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General Line of Nursery Stock. Two Year Apple Good Assortment. Peach and Plum we can furnish in Car Load lots. From our Branch, Monticello, Fla., we offer Budded and Grafted Pecans, Leading Varieties; Japan Persimmon, Figs and some Satsuma Orange.

Established 1887

by

J. H. H. BOYD

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**FOREST TREE SEEDLINGS, SHRUBS**

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**LINING OUT STOCK**

*Good Stock—Good Assortment—Correct Prices*

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We have a full stock for the trade of leading varieties. Trade list on request; send today for copy!

We can ship direct to your patrons. Shipments start October 10th; we ship from that date on.

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Tree, Shrub, Evergreen. Perennial and  
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1,300,000 choice Concord grape vines, grown in the heart of the famous Chautauqua and Erie Grape Belt. These vines are one year old. They are the best of quality and are A1. Our stock is open to your inspection at all times. Wire or write for prices.

*We Meet All Competition on the Same Grades*

**F. G. Spoden Nursery Co., Fredonia, N. Y.**

Located in the Chautauqua and Erie Grape Belt

### FOR SALE

Over Three Million very fine one year Grape Vines in the leading varieties and a limited amount of two year vines in most of the varieties. Of Currant and Goosberries, we have them in both one and two year in all of the leading varieties and fine stock.

We can furnish Tip Plants in Columbian and Plum Farmer Raspberries. Spring delivery.

We also have Root Cutting plants in Eldorado, Blowers, Ward and Snyder Blackberries.

Let us quote you prices on your list of wants, they will be right.

Our stock is guaranteed—and we give prompt service.

When in Fredonia call and see us and our stock.

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### NURSERY FOR SALE OR WILL INCORPORATE

Will sell all growing nursery stock with or without real estate. We have been established over 25 years and are doing an annual catalogue and wholesale business. Located 28 miles North West of Baltimore. Grow general nursery stock specializing in Peach trees, California Privet, Asparagus, Rhubarb, Shrubbery and Evergreens. The Westminster Nursery, Westminster, Md.

### For Sale, N. C. Natural Peach Seed

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Write us

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Have one Figley two horse tree digger, also one four horse tree digger For Sale. The large digger can ship at once. The Figley digger want to use this season for half day latter part of October. Both diggers are in first class order, ready to use. On account of age and labor conditions am forced to give up the nursery business.

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**For Sale—Five to Six Thousand Peach Trees at Wholesale. Six Varieties.**

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F. B. Linn

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## WANTED

### WANTED, NURSERY STOCK

Full line of nursery stock, especially evergreens. Would buy entire stock of small nursery.

**ALANWOLD NURSERY**

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**FOR SALE**—At a sacrifice, \$45,000 nursery business, including brick store building and overhead irrigating equipment. Splendid location midway between two cities, combined population of 300,000. Owner moving from state.

Address Box 224, COUNCIL BLUFFS, IOWA.

**WANTED**—Juniperus Virginiana 2 or 3 yr. suitable for understock. Please mail sample and quote prices per 1000.

**ROCK FLOWER GARDENS AND NURSERIES,**  
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### WANTED

Nursery Superintendent, experienced in propagating and growing all kinds of Hardy Perennials, Flowering Shrubs, field grown Roses, Evergreens, and Fruit Trees. Give full information, (which will be strictly confidential) age, nationality, married or single, years of experience, present employer, salary expected, reference etc. Here is a desirable position where merit will be recognized, and rewarded. Must be strictly temperate, agreeable, and capable of handling men. Location middle west. Address Box 33, The National Nurseryman, Hatboro, Pa.

### Wanted — High-Class Man

By reliable, prosperous and up-to-date Nursery Company located in Middle Western States. Party must thoroughly understand propagating and growing general assortment of nursery stock, including Fruit Trees, Ornamental Stock, etc. Must be capable of taking full charge of nursery, comprising about 200 acres. Must also have experience in packing, grading, handling of men, properly keeping of nursery records, etc. Will sell interest to right party should they prove themselves capable and reliable. Unless you have real ability do not apply. All correspondence will be considered strictly confidential.

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Who can sell \$3000-\$5000 per year. Must be a hustler. One who can make good. Well recommended.

PIONEER NURSERY CO., New Ulm, Minn.

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### GREEN

12 in. up to 3 ft.

### SQUAROSA

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### AZALEA HUNEDIGIRI

10 to 15 in. Spread

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Plum 2 and 3 yrs.

Peaches 1 yr.

Asparagus

Grapes

Ornamental

Shrubbery

Evergreens

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**ROCKFALL NURSERY CO., Rockfall, Conn.**



**Retinosporus Pisifera, Squarosa Veitchii**

Per 100 and per 1000

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For Sale or Exchange  
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4500 Elberta 3700 J. H. Hale  
4600 Hiley Belle 2100 Greensboro  
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Will caliper 7-16ths and up, 4 to 6 feet high.

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**AMERICAN FLORIST'S TRADE DIRECTORY**

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**New Crop North Carolina Natural Peach Seed**

We Are Large Shippers of Screened Stock

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HICKORY, N. C.

**OCTOBER 6th, 1924**

Is our date to begin filling orders for STRAWBERRY PLANTS. Correspond with us.

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Michigan Grown  
Rosa Multiflora Japonica  
Berberis Thunbergii  
At very attractive prices

**SEED****SWEET HOME SEED FARM**

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Charles V. D. Zanden, Proprietor

ESTABLISHED 1893

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INCORPORATED 1902

The only Trade Journal devoted exclusively to the interests of growers and dealers in nursery stock.  
Edited by a practical nurseryman, Ernest Hemming, Easton, Maryland, to whom all correspondence pertaining to the Editorial Department, should be addressed.

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of the better class for the best class. Grown by experienced propagators long at the business. Get on our order book. You won't be sorry—Get next our trade list. Wholesale only. We want free seed and hardwood cuttings.

ATLANTIC NURSERY CO., Inc., Berlin, Md., U. S. A.

No better PEACH PITS NATURALS (1924)  
than sold by

OTTO KATZENSTEIN & CO., Atlanta, Ga.  
Tree Seedsmen Since 1897

Ask for prices on your needs.

**PEACH TREES**

30 Varieties. All grades. Car lots or less. Prices right. Shipping begins Oct. 1. Beautiful lot of trees. Also Apple, Pear, Plum Etc.

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**DEPENDABLE PECAN TREES**

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Palms and Greenhouse Stock, Roses in Bush, Stand-  
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Inspect Our Stock.

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Our list quotes lowest prices.

Strawberries	Grape Vines	Asparagus
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Dewberries	Spirea	Barberry Seedling
Blackberries	Hardwood Cuttings	Althea Seedling
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Currants	Mulberries	Hydrangean P. G. Layers
Gooseberries	Sage	Russian Olive Seedlings
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And Other Shade Trees in All Sizes

A Fine Lot of

CALIFORNIA PRIVET

12-18 in. and 18-24 in.

And Hardy Shrubs of All Kinds

Also a Limited Supply of Fruit Trees and  
Small Fruit Plants

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Maple Bend Nursery Perry, Ohio

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We can ship at once carloads of KALMIA LATIFOLIA,  
extra select clumps, 1½ to 5 feet.

We can also meet your requirements in Stenanthium  
robustum, Trillium grandiflorum, Lilium grayi, and L.  
superbum, Cypripedium spectabile, Leucothoe catesbaei,  
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linianum, R. catawbiense.

Price List Will Be Mailed Promptly on Request

E. C. ROBBINS, Pineola, North Carolina



# YES

We Still Have a  
Large Stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for *Taxus Canadensis*,  
*Rhododendron Carolini-*  
*anum* and *Azalea*  
*Kaempferi*.

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Framingham, Mass.

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

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ANY SIZE CAN BE FURNISHED

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### American Steel Band Co.,

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# L. R. TAYLOR & SONS

*Topeka Nurseries*

TOPEKA - - - KANSAS

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## Blue Ribbon Stock

*For Fall 1924*

### Trees

Apple : Peach : Plum : Cherry : Apricot

### Seedlings

Apple : Plum : Pear : Cherry

### Grafts

Apple

Pear

*Write for Prices.*

*Satisfaction Guaranteed.*

# YES

the foliage is still perfect on our blocks of

## CHERRY

both one and two year, and there's a reason  
for it. Come look them over and be con-  
vinced, or, if you can't come, ask for sam-  
ple. Never had a better lot of trees to offer.

Leading Commercial Varieties, All Grades

Ask for prices on Car Lots

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### Knox Nursery & Orchard Co.

*(Successors to H. M. Simpson & Sons)*

VINCENNES, IND.



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No better trees are produced in any nursery, for we have a long growing season, a well fertilized and abundantly watered soil that makes them grow straight, tall, with broad tops and a good root system.

## APPLE TREES

### Two-year Budded

Baldwin	Yellow Transparent
Grimes' Golden	York Imperial
McIntosh	Williams' Early Red
	Rome Beauty

### One-year Budded—All Grades

Baldwin	Paragon
Ben Davis	R. I. Greening
Duchess	Rome Beauty
Delicious	Stayman's Wine-
Gano	sap
Grimes' Golden	Wealthy
Hyslop (Crab)	Williams' Early
Jonathan	Red
Livland Raspberry	Winesap
Maiden Blush	Yellow Newtown
McIntosh	(Albemarle Pippin)
Nero	York Imperial

## DWARF PEAR TREES

### One-year Budded

Duchess

## PEACH TREES

### One-year Budded—All Grades

Belle of Georgia	Greensboro
Brackett	Hiley
Champion	J. H. Hale
Carman	Krummel's
Crawford's Late	Mamie Ross
Elberta	Ray
Early Wheeler	Rochester
(Redbird Cling)	Slaphey
Early Elberta	Salway
Fox	Weaver
Francis	White Heath Cling

## PEAR TREES

### Two-year Budded

Kieffer

### One-year Budded

Anjou	Kieffer
Bartlett	LeConte
Clapp's Favorite	Lawrence
Duchess	Seckel

## QUINCE

### One-year Budded

Champion Orange

## CHERRY TREES

### Two-year Budded

Montmorency Early Richmond

### One-year Budded

Early Richmond English Morello  
Montmorency

## PLUM TREES

### Two-year Budded on Plum

Abundance Burbank Red June

### One-year Budded on Plum

Abundance Italian Prune  
Burbank Red June  
Bradshaw Shropshire Damsor

### One-year Budded on Peach

Abundance Burbank Red June

## APRICOT TREES

### One-year Budded

Alexander Moorpark

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

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# THE NATIONAL NURSERYMAN



NOVEMBER 1924

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedsmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, PRES.

**SHENANDOAH, IOWA.**

Forty-nine years in the wholesale nursery business have  
made the Mount Arbor Nurseries nationally known.

### OUR SPECIALTY

A large and complete line of general nursery stock for  
the wholesale trade including:

FRUIT TREES, SMALL FRUITS  
ORNAMENTALS, ROSES, PERENNIALS  
PRIVET, AMOOR RIVER NORTH  
FRUIT TREE STOCKS  
French and American Grown

Submit us your complete list of wants, and we will be  
glad to give you the benefit of our best prices. Fall trade  
list issued early in September.

## BUNTING'S NURSERIES

Specialize in growing the following stock for the  
wholesale trade. Can do items listed below in Car  
lots or less. Complete list of varieties.

PEACH TREES

APPLE TREES

PEAR TREES

GRAPE VINES

1 and 2 yr.

ASPARAGUS ROOTS

1 and 2 yr.

STRAWBERRY PLANTS

CALIFORNIA PRIVET

BARBERRY THUNBERGII

FLOWERING SHRUBS

ROSES

EVERGREENS

ETC.

## BUNTING'S NURSERIES

G. E. Bunting & Sons, Proprietors

Selbyville

:

Delaware

## OUR OCTOBER BULLETIN

Will Tell You the Story



**Buy Now**

Many items on our September Bulletin were  
sold out. On others we have been forced to ad-  
vance prices to hold our assortment. Send or-  
der today. All booked for early spring ship-  
ment.

*"Your Trade Mark Is Exemplified at Every Turn"*  
(A compliment of a customer who spent a day with us  
last week.)

**C. R. BURR & COMPANY, Inc.**

GENERAL NURSERYMEN

**MANCHESTER**

:

**CONN.**

We do not sell at wholesale to retail buyers.  
October 20th, 1924.



*The Preferred Stock*

## BOXWOOD

### BUXUS SEMPERVIRENS

**For Tubs, Pots, Window and Porch  
Boxes**

Sheared, well-shaped, well furnished

4 Sizes:

8-10 inch, 10-12 inch  
12-15 inch, 15-18 inch

*Write For Prices*

Our stock at our South Jersey branch nurseries  
has been built up gradually, and we can now  
offer this valuable plant in quantity.

**READY NOW**  
(Shipment from Bridgeton, New Jersey)

**Jackson & Perkins Company**  
*Wholesale Only*  
**Newark, New York.**

## French Fruit Stocks

Dec. or Feb. Shipment from France

Pears, Apples, Mahalebs, Mazzards,  
Myrobolans, Quinces, Manetti, Etc.

From Vincent Lebreton's Nurseries, Angers, France

### HARDY LILY BULBS

Auratum, Rubrum, Album, Magnificum

Case Lots—Shipment for December on

### FALL BULBS

Dutch Bulbs, Paperwhites, also French Bulbs,  
Freesias, Callas, Gladioli, Rose Seeds, etc.

### BAMBOO STAKES

Japanese Natural or Dyed Green. Domestic Natural,  
Chinese Tonkin Stakes

### RAFFIA

Red Star and Two Other Brands of Natural,  
Also Dyed in 20 Colors

Write for prices stating your requirements

**McHutchison & Co.,** 95 Chambers St.  
New York City

## YAKIMA VALLEY GROWN SEEDLINGS

Sales have been good. Previous customers  
have been well pleased and we are sold close  
on many items but are still quoting our fine  
home grown

**MAHALEBS MAZZARD**

Also Some Splendid

**NORWAY MAPLE**

3 to 4 Foot Grades

4 to 5 Foot Grades

*Car Load rates to some distributing point near you.*



**Washington Nursery Co.**

**Toppenish, Wash.**

In the famous Yakima Valley

## Cherry Trees! Cherry Trees!

*The Best That Can Be Grown!*

**Sweet and Sour One and Two Year  
Car Lots or Less**

We also offer for Fall and Spring a general  
assortment of Standard and Dwarf Apple,  
Standard and Dwarf Pear, Plum, Quince and  
Peach—TRUE TO NAME.

*Write For Our Attractive Prices*

**KELLY BROTHERS' NURSERIES**  
**DANVILLE, N. Y.**



# PAINESVILLE NURSERIES



**L**OMBARDY POPLARS point skyward; this month directing attention to leaden tones and scurrying clouds. Reminding us that our cellars are not fully stocked, and we must hurry . . . . hurry! Yes, we have—(probably), all those odds and ends you are short for winter storage.

## STOCK-UP WITH THE LEADING DEPARTMENTAL NURSERY

**TREES** A complete list of standard varieties in **Fruit Trees** of all kinds; with every desirable kind of **Small Fruits**, **Ornamental Trees**—both **Deciduous** and **Evergreen**—in very complete assortment. **Deciduous Shrubs**, **Hardy Field-grown Roses**, and **Hardy Perennial Plants** of every practical type, are important departments in our production. The line is completed by an extensive **Green House** system, and **Seeds**.

## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

PAINESVILLE, OHIO.

1200 ACRES  
45 GREENHOUSES



## J. H. SKINNER & CO.

Topeka Kansas

*We Offer*

Apple, Cherry, Peach, Plum  
and Kieffer Pear Trees

Apple Seedlings

Japan Pear Seedlings

Forest Tree Seedlings:

Black Locust

Honey Locust

Catalpa Speciosa

Printing - and something more.

Printing—just manufacturing according to specifications,—we do that too.

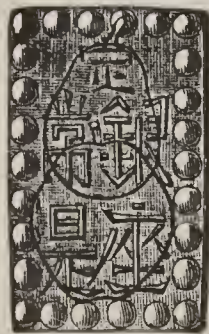
But busy men with big problems want more than that. And selling is a big problem, if not the biggest. More sales at less cost mean increased profits.

So we offer a service which, if wanted, covers not only printing, but covers a sales campaign: developing the plan to suit the customer's needs, making the details fit his particular business, writing or assisting with copy, illustrating with new and unused pictures, printing beautifully in correct colors, mailing out or even compiling mailing-lists. anything from Plan to Post Office: a service of cooperation with the sales manager. Modern and complete equipment, expert and experienced organization and a nurseryman of practical experience in charge of our horticultural department, means service of unusual value to Nurserymen.

Why not write us and let us show you how we can help make that spring catalogue an even better salesman than the last? Now is the best time to do it.

THE DU BOIS PRESS

*Horticultural Color Printers*  
ROCHESTER, NEW YORK



We Are Offering a Complete  
Line of Real High Quality

FRUIT TREES

ROSES

HEDGE PLANTS

and

EVERGREENS

*Trade List Now Ready. We Are Prepared  
to Give Prompt Attention to Any Orders  
Intrusted to Us*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,

HUNTSVILLE, ALA.

1872—1924

## BRIDGEPORT NURSERIES

Largest in Indiana

Offer in Car Load Lots

PEACH

CHERRY

1 and 2 year.

APPLE

1 and 2 year.

NORWAY MAPLE

2¼ inch and up

SUGAR MAPLE

1½ inch and up

*These Are Our Own Growing at Bridgeport  
And Are Sure to Please*

*Also a General Line of Other Stock, Including  
a Large List of Perennials*



C. M. Hobbs & Sons

BRIDGEPORT, INDIANA



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII.

HATBORO, PENNA., NOVEMBER 1924

No. 11

## Nurserymen and Florists

*By Paul C. Lindley*

*Before the North Carolina Florists' Association, Durham,  
N. C., October 22, 1924*

First, I want to thank the ladies of Chapel Hill for the wonderful lunch and the committee on arrangements for selecting the arboretum at the University of North Carolina as the place for my talk to the North Carolina State Florists' Association, concerning nurserymen and florists. Less than twenty years ago Dr. W. C. Coker started this beauty spot that has grown into one of the points of interest of our state and caused our entire convention to leave the comfort of a hotel and drive eighteen miles for the privilege of taking lunch and viewing what nature, aided by man, can do in a few short years. The first nurseryman and florist in North Carolina had a vision, that customers would be attracted by beauty and he built an arboretum, the large Magnolia trees, clumps of Cryptomeria and other specimens of large conifers are still growing on the ruins of West Green Nurseries, Greensboro, N. C.

Records in Guilford county court house show that Samuel Westbrook purchased this property in 1846, old residents remember the greenhouses, summer houses and a large pavilion built of chestnut bark. For his day this was an elaborate establishment, with glass houses. He evidently met reverses during the Civil War, for the business was discontinued about that time.

It is impossible to fix a date for the beginning of the nursery business in North Carolina. There were many local nurseries doing business about the time of the Civil War. The earliest record I can find is one Mock, who had a nursery in Davidson county, but moved to California in the late fifties, carrying seedlings, grafts, and apple seed with him.

Joshua Lindley had a local nursery in Chatham county previous to 1850. I have a catalogue in my files dated 1872, which says that this catalogue is the seventh "addition" and previous to this catalogue the owner had developed new varieties and studied fruits for "upwards of forty years."

In 1871 Joshua Lindley purchased land near New Garden, now Guilford College, and operated the first real commercial nursery in this state under the name, J. Lindley & Son.

The site of the old nursery is now owned by a Greensboro man, purchased at a much higher figure because of the foresight of this pioneer in beautifying his home grounds.

I feel that I can point with pride to my classification nurserymen and florists, as Joshua Lindley was my grandfather and I am now the third generation in the

Lindley nursery business.

The Ward and Ragsdale families also had local nurseries near Greensboro soon after this time.

An early nursery in South Carolina was established by John Watson, formerly gardener to Henry Laurens, before the Revolution.

Also in Charleston, S. C., in 1787 appeared the earliest American horticultural book of which we have any record, "The Gardeners Kalendar," by Mrs. Martha Logan.

In 1857, at Augusta, Ga., P. J. Berckman one of the outstanding American nurserymen of his time, laid the foundation for the successful "Fruitland Nurseries."

The flower growing industry in the South did not assume the same importance as the early nursery business, owing to the fact that the early settlers were a very practical people and paid little attention to any ornamental feature, but as wealth increased we find a demand for flowers and plants.

A few statistics, I feel will be interesting:

The first greenhouse of which record can be found was built in Heidelberg, Germany, in 1619.

The first greenhouses built in the U. S. A. were erected by James Beckman in New York, in 1764, also for Geo. Washington in 1765.

The first house in Chicago of sash construction was about 1836.

The first greenhouse in North Carolina about 1850, Samuel Westbrook, Greensboro, N. C.

The first having permanent sash bars was built by Frederic A. Lord, Buffalo, about 1855.

Most of the early houses had very little, if any glass in the roof and the sides were high.

About 1852 the carnation was introduced.

Previous to 1870 very few attempts were made to force the then popular rose and 1890 really was the beginning of the demand for cut flowers in North Carolina.

About the year 1877 Mr. Fairchilds, then connected with the Raleigh Graded Schools, started a florist business in Raleigh, N. C. He constructed one house, 75x12', with an offset 25x12', on a piece of land owned by the city of Raleigh, just opposite the Union station.

In 1882 this business, including the greenhouses, was offered for sale and was taken over by Mr. H. Steinmetz, of New York City, who at the expiration of his lease of fifteen years with the city of Raleigh, moved his plant to a new location just west of the city limits. Since



when it was developed into a business of considerable proportions.

Mr. R. Hibbard in 1888 started the Durham Floral Nursery, building one small house in what was known as Carr's Park. After three years of successful operation, this business was moved to a location on Jones street, a few blocks east of Trinity College.

In 1921 this business was taken over by C. N. Hibberd and has been recently moved to a new location on the Hillsboro road, about three miles west of the city.

In 1889 the late J. Van Lindley built the first commercial range of glass in North Carolina. I have in my files a floral catalogue issued thirty-five years ago in which he outlines his nursery and florist's business and "has employed a florist." In 1897 floral catalogue No. 2 "Tells his customers that he has employed a German florist with increased facilities and larger greenhouses." Previous to this time Harvey, of Richmond, Va., and The Hammond Company furnished flowers and decorations for all large social functions in our state.

Since 1900 a greenhouse or flower shop has opened in most of the larger towns and now we have come to the place where I want to talk to you about what the nurserymen and florist have in common.

In the United States there are in round numbers 25,000 florists and 4000 nurserymen. In North Carolina about the same proportion exists.

In Europe even now in all the smaller towns the usual sign is "Florist and Fruiter," and twenty years ago most every establishment went under the head of Nurserymen, Seedmen and Florists.

It is not my idea to attempt to compare European methods with the present day hustling Carolina way, but to call to your attention that European gardeners were trained florists.

How many real florists in North Carolina are capable of answering the questions asked each day by their customers on the proper care of their out-door decorations?

I doubt if there is a florist present that is not asked by one of his flower customers every day how to have a good lawn or seeking advice relative to the planting of their home grounds. It is perfectly natural that they should come to the florist for their flowering plants and evergreens, since they look to you for their house plants and cut flowers. When opportunity knocks in this manner and the wide awake florist takes as much pains in looking after the home grounds, as flowers on the banquet table, he will secure both a profitable flower and plant customer.

Pulling together with the nurserymen is one of the things we have in common. It is to the florist's interest to advise and give as much information as if he had a nursery, for surely you take the lead for civic beauty in your town.

In place of the word co-operation, let's think of the word OPPORTUNITY.

The florist opportunity for the nurseryman, the nursery opportunity for the florist.

The nurseryman must sell his product, why not enlist the aid of the florist, in acting as agent for direct shipment or displayed on your grounds. There is good money for the florist who has a parcel of land for a show ground, window box material, matched evergreens for tubs, potted roses, boxwoods and other plant material.

Another source of revenue in laying out the home grounds, is beds left for bulbs which means two orders each season, when the bulbs have bloomed, fill same with greenhouse stock. There is a profit for both the nurserymen and florist. Opportunity knocks, who will see his nearest nurseryman for help? Seeing his nurseryman is one answer, but the biggest thought of all is fix up your own greenhouse grounds.

The buying public has had its influence in causing florists not to deliver flowers except in an attractive package, the same buying public will buy more flowers if they are grown in attractive surroundings.

Milton Sills, the screen star, in a recent address to the members of the S. A. F., says: "It occurs to me that if you would plan for your particular locality an herbaceous border and plant it and have a man tend it, so it would become a thing of beauty, it would help your section. I myself have spent six years with my little garden and it has taken me a long time to learn facts that you know by heart. I assure you that if a nurseryman in California had a herbaceous border beautifully planted and blooming most of the year, I would trade exclusively with that firm." When you return home look over your grounds and give your customers some other idea of your greenhouses other than the smell of bone, bull and sheep.

The following is a list of plants that will not only make the place more livable, but likely prove profitable when you have many order and few flowers for you will find satisfied customers like something out of the ordinary in floral arrangement:

Artemisia gnaphaliodes	Double flowering peach
Crape Myrtle	Purple leaved plum
Pussy Willow	Deutzia gracilis
Forsythia	Lonicera nitida
Coniferus Evergreens	Abelia
Aucuba	Azalea
Boxwood	Dasyllirion
Eleagnus	Ilex Topelii
Ilex Glabra	Ilex Vomatoria
Carolina Cherry	Ligustrums
Magnolia glauca	(Especially Manda's Golden)
Nandina domestica-Heavenly	Holly-leaved Ashberry
Bamboo	Fiery Thorn
Buddleia	Callicarpa
Red Twigged Dogwood	Japanese Quince
Exochorda—Pearl Bush	Althea
Hydrangea	Roses
Spirea	Lilacs
Viburnum	Bittersweet
Clematis	Gelsemium
Lonicera Heckrotti	Hardy Mums
Ophiopogon	Peonies
Phlox	Ornamental Grasses
Perennials	

Many other plants will prove an attractive side line.

How important a side line may become in a flower shop is indicated by the fact that one retailer in a large city carries \$2000 worth of candles. But how much better the side line would be if you sold the better class of trade ornamental stock, which helps to create happiness, better homes and fruit for better health.

Cut flowers, pictures, music and books are four cul-



tured expressions of life, but they are interior expressions of culture. Does the outdoor appearance tell the passerby that there is culture in the home.

"Say it with Flowers" means the nurserymen's flowers as well as the florist's.

### THE LANDSCAPE GARDENER

The term or title, "Landscape Gardener," is often very loosely applied, yet perhaps no more so than other arts and professions. When an educated and trained landscape gardener, who has worked for a degree at college and perhaps accomplished notable landscape work, sees a sign over the door of a humble dwelling, to the effect that there is "Landscape Gardening and Whitewashing Done Here" makes him realize he has competition in all walks of life. The writer was recently handed a business card bearing the following legend: "JOHN DOE, DIPLOMED LANDSCAPE AND FLOWER 'GARDNER', LAWN EXPERT, GRADING AND 'SODING' AGENT FOR TREES, SHRUBS AND BULBS."

We don't know what a "diplomed landscape" is, but we imagine it looks like flowering shrubbery after one of these so-called landscape gardeners has been over it with a pair of shears.

However, these fellows mean well and are sometimes good workmen. Unfortunately many people have not the least idea of the amount of education and study required before one is entitled to be called a landscape gardener and even then the years of practical experience before he becomes a noteworthy one.

The profession requires its votaries to be proficient in civil engineering, drafting, architecture, surveying, road making, draining, construction and have a profound knowledge of plants, etc., and these only form the ground work upon which to build the reputation of a landscape artist for it is truly one of the fine arts, where the master hand uses nature as his pigments with which to create a constantly changing picture.

#### THE LANDSCAPE GARDENER AND THE NURSERYMAN

The profession of landscape gardening is comparatively new in the United States as an organized and recognized profession, and until recently it appeared as if the nursery industry would usurp the title applying it to the planting department of their nurseries.

The number of students in the colleges fitting themselves to practice landscape gardening, however, point to a much higher development of the profession and a more general employment of the landscape gardener to plan the grounds of medium and even small sized homes.

It is characteristic of the American people to want the best and as it becomes the accepted thing for homes to be planted they will want their grounds laid out and planted right. The standard of living is constantly raising and the home with grounds, that supports an expensive car and all the other luxuries will not be complete unless the house has a setting that is equal to its interior furnishings.

Landscape service should always be charged for. If a nursery attempts to do landscape work it is manifestly unfair to practice it, as a tree selling agency, it demoralizes the profession and gives the client a false idea of values.

Giving landscape service as an inducement to get an order does not tend to successful or profitable business. It is as poor business as for the landscape gardener to offer his client discounts on his purchase of nursery stock as an inducement to get an order for a plan. "The laborer should be worthy of his hire" and be paid for his services regardless of any purchases.

#### LANDSCAPE GARDENING AS A PROFESSION

Landscape gardening as a profession has not yet found itself in the United States, at least not to the extent its importance desires. It is too often invaded by imposters and humbugs as well as the inefficient that puts the profession in bad repute, besides this the scope of the work of the landscape gardener is very chaotic in the mind of the public.

The average home builder, if he has any thought on the subject at all, thinks the services of a landscape gardener are only needed for a large estate or else the cost of employing one would be out of proportion to the benefits received. Yet it is a safe statement to make that good landscape work is cheap in comparison with the waste of amateur effort.

The profession is also often invaded by the architect of the building who extends his supervision to the development of the grounds and he is often as ill equipped to do so as the landscape gardener is to design the buildings.

If we could analyze the personnel of the profession as the public sees it through its many eyes we should find something as follows:

Landscape architects, leaders in the profession with established reputations and well-equipped organizations who cater to the planning of municipalities, parks, cemeteries, large estates, etc.

Landscape gardeners who are more closely identified with planting than construction and are more or less connected with nursery establishments.

Jobbing gardeners who do everything from grading and planting a lawn to white washing a fence or tending the furnace.

Despite the kind of service rendered they all lay claim before the public to the ancient and honorable title of landscape gardeners.

#### THE COMING CONVENTION

Big preparations are being made for the convention in Rochester next year.

The Seneca Hotel has been selected as headquarters. The Committee on Arrangements feels that we are particularly fortunate in having been able to procure this very complete hostelry for our meeting place. Ample rooming capacity at moderate rates is assured.

An added attraction for this meeting will be the special provisions being made for the entertainment of the ladies. Mrs. C. W. Vredenburg, a live wire of Rochester, assisted by the "Baby Ramblers," will have this directly in charge. Plan to bring the ladies.

The will of the late Charles L. Hutchinson, Chicago, bequeaths \$25,000 to Harvard College for the Arnold Arboretum.



# The National Nurseryman

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Assistant Editor .....E. SAMUEL HEMMING, Easton, Md.

The leading trade journal issued for Growers and Dealers in Nursery Stocks of all kinds. It circulates throughout the United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

## SUBSCRIPTION RATES

One Year in Advance .....\$1.50  
Foreign Subscriptions, in advance .....\$2.00  
Six Months .....\$1.00

Advertising rates will be sent upon application. Advertisements should reach this office by the 20th of the month previous to the date of issue.

Payment in advance required for foreign advertisements. Drafts on New York or postal orders, instead of checks, are requested by the Business Manager, Hatboro, Pa.

Correspondence from all points and articles of interest to nurserymen and horticulturists are cordially solicited.

Photographs and news notes of interest to nurserymen should be addressed, Editor, Easton, Md., and should be mailed to arrive not later than the 25th of the month.

Entered as second-class matter June 22, 1916, at the post office at Hatboro, Pennsylvania, under the Act of March 3, 1879.

Hatboro, Pa., November 1924

THE F. H. B. The Federal Horticultural Board has come in for a considerable amount of criticism from the horticultural trades at different times. In fact, it would be very out of the ordinary, considering the work it is doing, if it did not meet with much opposition. Regulations and quarantines that disturb channels of trade and undoubtedly work injustice to many are hardly likely to be accepted in silence.

There is, however, another side to the work of the F. H. B. besides making itself the *bete noir* of the plant trade, or even the "board of health" of the plant world in the United States.

It is the side which tackles a stupendous job and "carries on". To quote Kipling: "If you can keep your head when all about you are losing theirs and blaming it on you." We rather think the Federal Horticultural Board has done so, and if it has made an error in an unknown field it has always shown itself ready to reconsider. It is working in an unknown field, at least unknown to the laymen who may be irritated by the board's methods without knowing what led up to them.

Service and Regulatory Announcements annual letter of information, No. 37, lists over 2700 interceptions of pests properly identified and listed, also giving the host or carrier and the country from whence they came.

It may be the major portion are already here or perhaps harmless because as the couplet says:

Little fleas have little fleas upon their backs to bite 'em.  
Little fleas have lesser fleas and so on, *ad infinitum*.

All forms of life seem to be involved with each other that it seems a hopeless task to separate them.

Even an enemy may be a friend in disguise and vice versa.

But the Federal Horticultural Board has the best available knowledge on the subject, in fact, is using the accumulated knowledge of insects, of thousands of students and scientists and is trying to put it to practical use,

looking to the welfare of humanity and the people of the United States in particular.

There is little parade or glory attending the job, but fairness calls for sympathy and appreciation for men doing such work, if not for hearty co-operation.

A MEMBER Some men have a faculty for doing WORTH WHILE things, while others talk, suggest, plan, scheme and even contribute.

We are reminded of this by a printed leaflet from Robert C. Young, Greensboro, N. C.

Mr. Young is a comparatively new member of the American Association of Nurserymen, who appreciates what it has done for him and recognizes the value of the association to his brother nurserymen who may not belong.

He does not stop there but distributes 3000 leaflets to non-members.

As a selling proposition we will let the leaflet speak for itself:

## A FEW HONEST TO GOODNESS FACTS

### What Membership in the A. A. of N. Has Done For Me

Starting in the nursery business four years ago, unknown and without financial rating, I floated around for 12 months, trusting to blind luck for some good nurseryman to come along and buy up my surplus. He didn't come. Something had to be done, my floating days were over, I had to swim, or sink. If I could only get in close contact with a lot of big fellows in the nursery business, I felt my selling problem would be solved. I borrowed a copy of "The National Nurseryman" from "Paul of Pomona" who is always ready to help the wicked—and from it secured some good names and addresses. But these big fellows wanted to buy by the thousands and even wanted the whole darned block. I didn't desire to sell that way. I wanted a lot of business but I wanted it divided up among a lot of nurserymen.

So I put an ad in two trade papers, one firm who replied to my ad gave me a quite nice order. When their bill came due I heard nothing from them. Three months, four months, no check. I began to get anxious. Again I called on my friend Paul. Asked him if he knew anything about the firm. First thing he did was to refer to his A. A. of N. list of members, and told me they were not members of the Association and he knew nothing about them.

They were not members because the A. A. of N. would not accept them.

It cost me \$90.00 to collect the bill.

I decided at once I must have a list of the members of the A. A. of N. and the only way to get it was to join the Association. I filled out one of their application blanks and when I was notified that I had been accepted as a member of the A. A. of N. I felt like a million dollars.

And this membership in the last 3 years has been worth hundreds of dollars to me in money. And has been the means of bringing me in personal contact with the finest bunch of men in the world, whose friendship and confidence, money could not buy.

If a customer is a member of the A. A. of N. I ship his order without any question as to his honesty and financial rating, but if I find he is not a member, I write for reference or ship C. O. D.

You will find this same rule carried out by the members of the Association as a whole.

If for no other reason in the world isn't it worth the small cost of membership to have your name on a list with several hundred other nurserymen who are considered by the A. A. of N. to be absolutely O. K.?

Think that over—it means something to you.

Fill the enclosed application out to-day, meet with us in Rochester next June and meet personally the best bunch of nurserymen in the world. Attend the most interesting meetings you ever attended in your life. After business is over join the jolly crowds out for recreation. Get the stiffness out of your bones and the moss off of your back. When you go back home everything will look brighter. The world will seem a better place to live in and you will feel like doing things. You will indeed be glad you are a member of the A. A. of N. and the Association will be glad to have you.

ROBERT C. YOUNG, Greensboro, N. C.



### SECRETARY WALLACE

In the death of Secretary of Agriculture Henry C. Wallace, the U. S. D. of A. has lost a capable head and the country a dependable servant.

At the time of his appointment to the cabinet by President Harding he was very generally recognized as an able and suitable man for the office.

Time has confirmed this. Honestly intent on duty with no other end to serve, he made his department fulfill its purpose in an exceptional degree.

The farmer and horticultural world has lost a practical, sympathetic and sincere friend.

### BERTRAND N. FARR

The horticultural world has suffered a severe loss in the death of Bertrand N. Farr, Wyomissing Nurseries Co., Wyomissing, Penna., which occurred October 11, 1924, at his home.

Death was due to abnormal blood pressure, culminating in cerebral hemorrhage.

Mr. Farr as a nurseryman made an unusual record for himself. In a comparatively short time he built up a nursery business and became nationally known as an authority on hardy plants, especially Iris and Peonies.

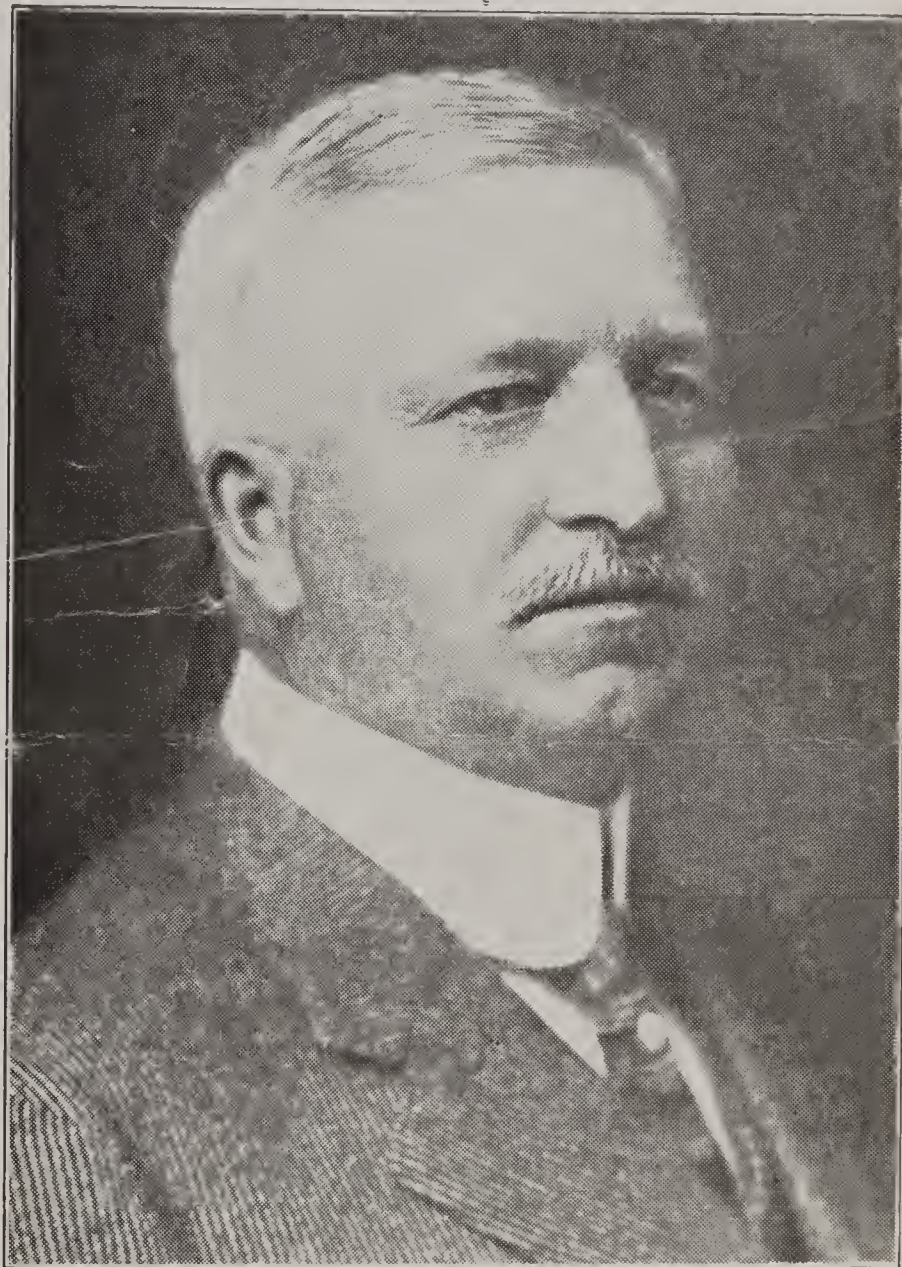
The Wyomissing Nurseries may be said to have grown from Mr. Farr's intense love of flowers. He was formerly in the music business in Reading, Pa.

In 1896 he purchased his present home site and erected the first residence in Wyomissing, a suburb of Reading. Here he had room to start a real garden. He began to collect all the varieties of peonies and irises which were then in existence. Gradually his collection grew famous and visitors began to arrive from all parts of the country. Orders for plants from his collection began to increase in number. Finally, he sold the music business and from then on devoted his entire time to the production and distribution of hardy plants. Not long did he confine himself to peonies and irises. He acquired additional land in Wyomissing and increased his collections to include standard and novelty varieties of other perennials, roses, dahlias, shrubs, trees and evergreens.

The details of the business became so numerous and involved that in 1916 it was incorporated with a capitalization of \$150,000. Additional land was purchased and the nursery proper was established. From this period until 1924, the business has increased in volume and reputation. As far back as 1908, Mr. Farr was an important member of a committee which spent several summers at Cornell University for the purpose of classifying the many varieties of peonies which were then so hopelessly duplicated and confused. His knowledge of peonies and irises produced an increasing demand for articles on the subjects. Mr. Farr prepared many articles for garden magazines, text books and daily papers. At various times he was president of the American Peony Society and the American Iris Society. His opinions on plant matters were sought and accepted by horticultural authorities and writers throughout the world, as many letters on file, with foreign postmarks, give evidence. For many years, and until the time of his death, hardly a month went by without a request from some garden club

for a lecture. Most of these requests, including radio talks, Mr. Farr was able to accept, and even at the time of his death he was scheduled for such lectures.

Not content with the many varieties in existence, Mr. Farr began to develop new varieties by hybridization and cross pollenization. His chief accomplishments are some two score varieties of irises which he has named and which have been accepted and listed in catalogs issued by other growers throughout the country. His developments were also extended to peonies, delphiniums, columbines and gaillardias. Even now there are many new



THE LATE BERTRAND N. FARR  
Wyomissing Nurseries, Wyomissing, Pa.

varieties of irises and hemerocallis which are to be introduced during 1925.

During 1923 a new nursery location was obtained by purchasing the Conrad Weiser homestead, Womelsdorf, Pa. Planting operations on the new site were begun in the fall 1923 and will be completed in spring 1926. Business is being conducted, in the meantime, on the Wyomissing premises. In recent years, Mr. Farr assembled and perfected a working organization so that he might be free to devote more of his time to hybridization and to technical plant matters. This organization will continue to carry on the business.

Bertrand H. Farr was born October 14, 1863, at Windham, Vt. When five years of age his parents moved west, going first to Wisconsin where, for three years, they lived at Lake Geneva, and later at Rochester, near Mil-



waukeee.

Shortly afterwards the family emigrated to Webster City, Iowa, where his father established a cattle farm on the wild but beautiful prairie. In one of Mr. Farr's famous catalogs he refers to this prairie as the environment which instilled in him the love of plants and nature.

After attending high school and seminary, Mr. Farr obtained a teacher's certificate at the age of seventeen. His mother, in the meantime, had bought a piano and he had taken some lessons. In a short time he came to be considered a musical prodigy. As related in his biography, he was sent to the New England Conservatory of Music, for two years. He returned to Webster City in 1885 to establish a music business. A few years later he sold the business with the intention of coming east to complete his education at Boston. Upon his arrival there he accepted an offer to go with a music house in Philadelphia, where he remained for five years. His business trips occasionally brought him to Reading, and there he finally established a music business.

Mr. Farr is survived by his widow, Anna Willis Farr, and his sister, Mrs. J. O. Crawford, of Chicago, Illinois.

#### THE YOUNG NURSERYMAN

It was with interest I read an article in the National Nurseryman under date of October 1924, entitled "The Young Nurseryman." My curiosity was aroused as to the standing of the unknown author. If he is an employer I am more than pleased to know of his appreciation of the essential accomplishments and physical fitness, vital in the make up of a successful nursery assistant; because he will then also fully realize what an assistant is worth. I am one of very, very many who have deserted a trade, or better a profession as he says "for some other occupation."

The nursery game offered me no future. However my present position in the "supplies" department of a wholesale florist house demands as a fundamental idea, an understanding of flowers. This understanding of flowers is bred of the love for them, love for a plant, and love of nature. I recall talks with colleagues in both England and Germany on the subject and compare them with business talks I have had in the last year with my present working acquaintance. More than ever do I realize what understanding, intelligence and real downright love for the trade, a nursery hand, an honest-to-goodness gardener has to have. Today I hear prices, efficiency, quality; but never the feeling and affection expressed which were ever present in the talks on plants. Those living and tender combinations of nature and man's intelligence and perseverance, which it was our pride to grow to perfection. More than ever am I convinced that a nurseryman is entitled to just the same standard of living as the man in any other trade.

It is foolish to say, that given the salary on which he can to some extent save, a nursery assistant will become his own boss and so add to competition. The striving of most nursery workers to become independent growers is simply and solely because they have no future as employees. Lack of capital prohibits their business ideas being put into execution and they quit the trade, "believe

me" with heavy hearts and the losers are the men who need them. Grand old nursery game, cradle of European forests, of the choicest gems of nature, trees and plants which delight the eyes and make the world a better place to live in for both rich and poor, may it thrive and draw to it the best of the youth of the land.

ALBERT G. BARKO, Lansdowne, Pa.

#### IS A COLLEGE COURSE IN GARDENING REALLY WORTH WHILE?

Is college training a really worth-while asset to a young man, bent on making gardening his life's profession? After pondering over the pros and cons, the victory must be given to the pros, for while both the commercial and private gardeners have contended for some years that the only way to become a skilled gardener or florist was to start at the bottom and work up with the "pick and shovel" that is, by means of practical experience, it is now being realized that the boy who has the theory of horticulture on which to lay his practical experience, can advance more quickly and in the end become a more capable gardener than the boy who has not had similar advantages.

The best soldier is not the one who is rushed out into war with no training, but one who has had preparation, had his muscles hardened, and has gained technical knowledge. So it is with the youth who desires to become an efficient gardener. The college graduate at the foot of the ladder is like the trained gardener, his muscles are hardened and he has gained a theoretical knowledge of horticulture and is ready for the task before him. Do you doubt that he will leave the apprentice behind him? Not that the apprentice will never reach the top; if he is energetic, he will certainly do so, but he must do his hardening as he climbs, and it will therefore take him that much longer to reach the goal of his ambitions.

If two young men were selected, equal in every respect, physically and mentally, graduates from the same school and of similar standing, and the one were placed in college and the other sent out as an apprentice, you would observe certain things to be true. The man in college spends his time equally proportioned between book study and practical work, while the apprentice labors hard all day and when night comes and he endeavors to study, he is not physically able to do so. The college youth has the advantage of being able to concentrate first upon his studies and then upon the practical work, with the advantage of having the theory already learned. The apprentice is doing both at the same time. To be sure not every college man will reach the top; nor every apprentice, even though the apprentice may be just as eager to get ahead, because he will not be engaged in doing two things at once. The college man will also have opportunity for other things on the way.

The college builds a firm foundation in training young men for gardening, as in training them for any other profession. It teaches the students facts; it teaches them how to use these facts—how to talk to people. Merely to teach students a series of facts is a waste of time, unless they are taught how to reason and how to make use of



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APPLES: 2 yr. buds  
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*Our soil and climate produce a fine system of fibrous roots, without irrigation.*

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**SHRUBS**—Good assortment of all the desirable kinds.

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**Complete Assortment**  
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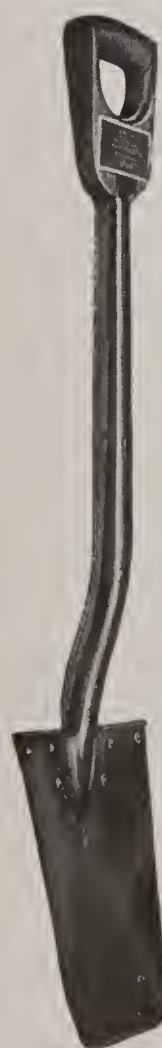
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**STRAP IS WELDED  
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them. Here again is the advantage of college training over apprenticeship as practiced in past years.

But there must be a certain amount of apprenticeship—of practical training—to prepare a young man to become a really thorough gardener, for he must know the how's of gardening as well as the why's, so the National Association of Gardeners, in co-operation with the Massachusetts Agricultural College has established a course in gardening, combining the European system of practical experience in the art of gardening with the American system of scientific and theoretical training. The Massachusetts Agricultural College conducts the theoretical instruction, while the National Association of Gardeners assumes the responsibility of directing the practical training. During the period of practical training which the students receive on private estates throughout the country, they are allowed their board and a certain wage. The course will fit young men to advance in the profession of gardening as superintendents and gardeners of country estates, public parks, or cemeteries, as gardeners and florists of commercial establishments, or as commercial florists and nurserymen, operating their own enterprises.

Young men interested in taking up such a course in gardening will be given full information, if they will write to the National Association of Gardeners, whose headquarters are at 286 Fifth avenue, New York City.

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Vice-President, George A. Marshall, Arlington, Neb.  
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Paul C. Lindley, Pomona, N. C.

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Samuel L. Blair, Nutley, N. J. (Holds over).

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##### LEGAL ADVISOR

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Thomas B. Meehan, Dresher, Pa.  
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Alvin E. Nelson, Glenview, Ill.  
(Representing Illinois Nurserymen's Association).  
(To be appointed).  
(Representing Iowa Nurserymen's Association).  
(To be appointed).  
(Representing Massachusetts Nurserymen's Association).  
Edward G. Greening, Monroe, Mich.  
(Representing Michigan Association of Nurserymen).  
(To be appointed).  
(Representing Missouri State Nurserymen's Association).  
Walter Adams, Springfield, Mass.  
(Representing New England Nurserymen's Association).  
Lester C. Lovett, Little Silver, N. J.  
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Adolf Muller, Norristown, Pa.  
(Representing Pennsylvania Nurserymen's Association).  
(To be appointed).  
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E. L. D. Seymour, editor, News for Nurserymen, 448 West 37th St., New York City.  
E. W. Dorey, business manager, News for Nurserymen, 448 West 37th St., New York City.  
Paul C. Lindley, Pomona, N. C.  
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When you know in addition you are getting FIRST CLASS stock, GROWN and GRADED by a firm that knows.

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Used and Recommended by Leading  
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The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

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We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

If you are in need of lining out stock why not write for our wholesale trade list before placing your order. Our prices are low because we specialize in young stock.

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### NORWAY MAPLE SEED

Q. "Will you kindly advise us as to the treatment of Norway Maple seed, whether it should be sowed this fall or next spring and treatment of same. F. & W."

A. Norway Maple seed may be sown as soon as ripe in the fall or stratified and sown in the spring. It depends a little on the locality and nature of soil as to which would be the better time.

Everything considered the safest way would be to stratify the seed and sow in the spring. The way to stratify is to mix the seed with sand, place in a box and bury in some well-drained position, then take out and sow as early as the ground is in condition in the spring. Treated in this manner the seeds germinate very readily and evenly and all danger of damage, from vermin, washing by heavy rains and such like, is avoided.

Cover with from one to two inches of fine soil. When sowing, if soil is light and friable the greater depth will be the best.

1. Aronia, *Callicarpa purpurea*, *Desmodium*. How are these shrubs propagated?

2. Do you think that evergreens will be worth more money next year than they will be this year?

3. How long do you think it will be before Norway Maples and evergreens will drop in price?

4. Should nursery soil be limed for evergreens and if so how much should a person use per acre?

5. We have some evergreen beds with 8-inch boards on the sides and ends with laths over the top spaced three inches apart and how should these beds be protected during the winter? Should these beds be mulched with dry sheep manure or pine sawdust?

E. W. J.

For convenience in answering your inquiries we have numbered them:

1. Aronia may be grown from seed sown in the fall or stratified and sown in the spring. *Callicarpa purpurea* comes readily from seed; it may also be propagated from

hardwood cuttings the same as privet. *Desmodium* (*Lepedeza*) *pendulaflorum*—This plant is best propagated by division of the clumps, but if you have greenhouse facilities it can be propagated by putting in cuttings of half ripened wood taken from the plant about the time they are flowering. The plant is practically herbaceous, so the wood is very pithy. When the cuttings root, pot them up in 2-inch pits, carrying them over winter in a coal greenhouse or frame. The young plants to all appearances will die, but will throw up new shoots from the base in spring.

2. This is a question every nurseryman would like answered. Unfortunately no one can answer it with certainty. There is still a shortage of evergreens, especially in larger sizes of common kinds and all grades of choice kinds; add to this the fact that there is no halt in home building and such like improvements, and you have conditions that point to rising prices rather than falling ones.

3. It is also impossible to answer this question with any degree of certainty. It takes from five to eight years to raise marketable sizes of evergreens and Norway Maples for the retail trade. There was little propagation going on from 1914 to 1918 or even until 1920, due to shortage of labor, so at a guess we should say it will be at least 1928 before there begins to be a surplus that will affect prices.

4. Many evergreens in their native state grow in acid soils, so there is some doubt as to the advisability of liming for them in the nursery. Certainly not for rhododendrons, azaleas, hemlocks, hollies and yews. A light application might be beneficial for some of the pines and spruces but it is a subject that has not been investigated to the writer's knowledge.

5. You do not state the kind of evergreens. The hardier kinds of evergreens such as Pines, Arbor Vitaes and Spruces should come through the winter all right with boards around them and lath over the top. Neither sheep manure nor sawdust suggest themselves as a good mulch; in fact, they are likely to injure the plants. Better use marsh grass, leaves, wheat straw or chopped corn stalks.

### GOLDEN WEDDING ANNIVERSARY

Mr. and Mrs. Charles M. Peters, Fairfield Nurseries, Salisbury, Maryland, celebrated their golden wedding anniversary—fifty years, 1874-1924—on October 21st.

Mr. Peters has been in the nursery business for quite a while and specializes in grape growing. He is the Maryland vice president of the A. A. N.

We and many other friends in the nursery trade would like to congratulate them and give them our best wishes on the occasion of such a noteworthy event. We trust we will be able to express our congratulations to Mr. and Mrs. Peters at the convention at Rochester next June.

### SPOS'EN SHE DON'T WEAR 'EM

A lady phoned the water office relative to hours for watering the lawn.

"What is the proper time to put on my hose?" she asked.

"Really, madam, I believe immediately after your B. V. D.'s," came the ready response. —American Florist.



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We will make special prices on Cherry to save Storage

CHERRY 11-16 up 4 to 5 ft. One Year

CHERRY 9-16 to 11-16 3½ to 4½ feet

CHERRY 7-16 to 9-16 3 to 4 feet

SWEET CHERRY One Year 5 to 7 feet

CHERRY 2 Year Sours &amp; Dukes, limited amount

**SPECIAL PRICES ON FRENCH GROWN SEEDLINGS**

200,000 MAHALEB 5-9 m. m.

50,000 MAHALEB 3-5 m. m.

30,000 FRENCH PEAR 7-12 m. m. Transplanted

10,000 FRENCH PEAR 5-7 Transplanted

20,000 APPLE 7-12 transplanted

10,000 APPLE 5-7 transplanted

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Complete assortment of Evergreens, including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitaes, Cedrus, Taxus, Biotas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

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**HEAVY CHINESE CANES**

Much stronger than Japanese, also heavier and more durable. Excellent for young trees, dahlias, roses and all kinds of nursery stock.

Diameter	Length	Diameter	Length
¼ inch	4 ft.	5/8 to ¾ in.	6 ft.
½ to 5/8 in	4 ft.	5/8 to ¾ in.	8 ft.

*Send For Prices. Free Samples Prepaid on Request.***GOLDEN PRIVET**

2½ inch and Bushy Field Grown

Everything in Seeds, Bulbs, Plants and Rooted Cuttings

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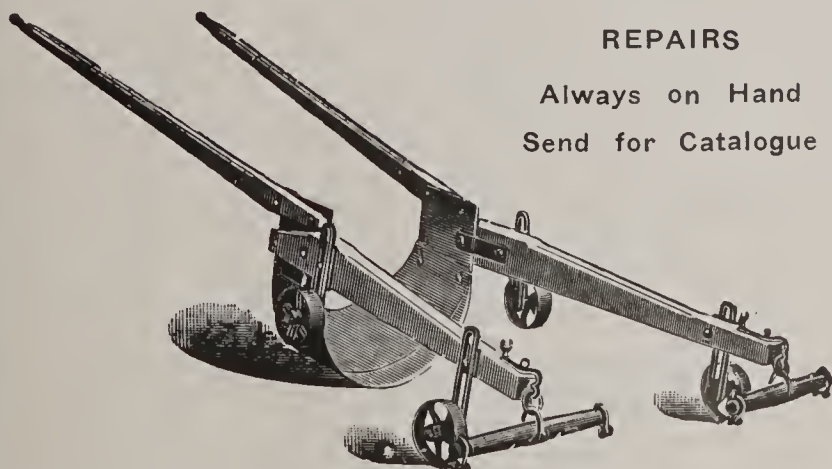
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Cherry, Sweet and Sour

Quince

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We have a large assortment of hardy upland grown trees for Fall and Spring delivery.

**WILL BE PLEASED TO QUOTE ON  
YOUR LIST OF WANTS****MALONEY BROS. NURSERY COMPANY**  
Dansville, New York



Mr. and Mrs. H. B. Chase, of Chase, Ala., will sail from New York on November 8 on the S. S. Majestic for a six months' tour of the world. They will be joined at Alexandria, Egypt, December 31, by Mr. and Mrs. W. C. Reed, of Vincennes, Ind., who will leave New York on the same liner on November 29. The Chases will visit France, Italy, Switzerland, Egypt and Palestine; then the joint party will proceed to Ceylon, India, Java, Japan, China, the Philippine Islands and Hawaii, returning via San Francisco about June 1.

#### CATALOGUES RECEIVED

Titus Nur. Co., Waynesboro, Va.  
Wholesale Price List.  
Sinclair Nurs., Hendersonville, N. C.  
Wholesale Prices.  
Imlay Co., 54 N. 5th St., Zanesville, Ohio  
Evergreens for Nurserymen.  
John Lewis Childs, Inc., Flowerfield, N. Y.  
Bulbs and Plants.  
George Lawler, Tacoma, Wash.  
Japanese Iris, Tulips, Narcissi, Gladioli.  
D. Hill Nur. Co., Dundee, Ill.  
Special Mid-summer Offer.  
Somerset Rose Nur., New Brunswick, N. J.  
Trade Price List.  
Seamon J. Tingle, Pittsville, Md.  
Peonies and Iris—Wholesale Price List.  
Robert C. Young, Greensboro, N. C.  
Wholesale Price List.  
Otto Katzenstein & Co., Atlanta Ga.  
List of Tree and Shrub Seeds 1924.  
F. & F. Nurseries, Springfield, N. J.  
Trade List, fall 1924.  
Huntsville Wholesale Nurs., Huntsville, Ala.  
Wholesale Price List.  
D. Hill Nur. Co., Inc., Dundee, Ill.  
Wholesale Trade List.  
Mt. Arbor Nurs., Shenandoah, Iowa  
Wholesale Trade List.  
Conard & Jones Co., West Grove, Pa.  
Wholesale Trade List.  
Weller Nurs. Co., Inc., Holland, Mich.  
Trade List.  
Griffing Nurs., Beaumont, Texas  
Wholesale Catalog.  
Cassel Nurs., Mantua, Ohio  
Wholesale List.  
Kelsey Nurs., St. Joseph, Mo.  
Wholesale Price List.  
F. W. Dixon, Holton, Kansas  
Wholesale Trade List.  
Naperville Nurs., Naperville, Ill.  
Wholesale Trade List.  
Sluis & Groots, Enkhuizen, Holland  
Royal Seed Establishment.  
Mayer's Plant Nur., Merrill, Michigan  
Surplus Price List.  
Princeton Nurs., Princeton, N. J.  
Wholesale Price List.  
Weller Nurs. Co., Inc., Holland, Mich.  
Conyers B. Fleu, Jr., Germantown, Phila., Pa.  
Special Seed List.  
Westminster Nur., Westminster, Maryland  
Surplus List.  
Garden Nurs., Narberth, Pa.  
Wholesale List.

#### STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC.

Required by the ACT OF CONGRESS OF AUGUST 24, 1912, of the NATIONAL NURSERYMAN, published monthly at Hatboro, Pa., for October 1, 1924.

State of Pennsylvania,  
County of Philadelphia.

Before me, a Notary Public in and for the State and the county foresaid, personally appeared Thomas B. Meehan, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the NATIONAL NURSERYMAN, and that the following is, to the best of his knowledge and belief, a

true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, printed on the reverse side of this form: to wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are:

Publisher—THE NATIONAL NURSERYMAN PUBLISHING CO., INC., Hatboro, Pa.

Editor—ERNEST HEMMING, Easton, Maryland.

Business Manager—THOMAS B. MEEHAN, Dresher, Pa.

2. That the owners are:

James McHutchison, Jersey City, N. J.

Thomas B. Meehan, Dresher, Pa.

Penrose Robinson, Hatboro, Pa.

O. E. C. Robinson, Hatboro, Pa.

Albert F. Meehan, Dresher, Pa.

3. That the known bondholders, mortgages and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages or other securities are: NONE.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustee, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds or other securities than as so stated by him.

THOMAS B. MEEHAN, Business Manager.

Sworn to and subscribed before me this 11th day of October, 1924.

ELMER MILLER, Notary Public.

My commission expires March 11, 1925.

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Large Assortment, Including Everything  
That Is Good

**SPIRAEA ANTHONY WATERER**

1½ to 2 ft., 2 to 2½ ft.

**SPIRAEA VAN HOUTTEI**

3 to 4 ft., 4 to 5 ft.

**BERBERIS THUNBERGII**

1½ to 2 ft., 2 to 2½ ft., 2½ to 3 ft.

**FORSYTHEA FORTUNEI**

2 to 3 ft., 3 to 4 ft., 4 to 5 ft.

**HYDRANGEA, P. G. BUSH**

2 to 3 ft., 3 to 4 ft., 4 to 5 ft.

**SPIRAEA FOREBELI**

1½ to 2 ft.

**VIBURNUM DENTATUM**

2 to 3 ft., 3 to 4 ft.

**WEIGELA ROSEA**

2 to 3 ft.

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**THOMAS B. MEEHAN CO.**

*Wholesale Nurserymen*

**DRESHER, PENNSYLVANIA**



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(Largest Growers in the World of)

**QUALITY STOCK AT QUALITY PRICES**

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**GENERAL LINE OF FRUIT AND ORNAMENTALS**

*Let Us Quote on Your Wants*

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A choice lot of PLATT RIVER CEDARS, AUSTRIAN, SCOTCH and JACK PINES and Biota up to ten feet in height.

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WRITE FOR SPECIAL OFFER

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Barberry Thunbergii: 2, 3 and 4 year.

Asparagus and Rhubarb.

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Spireas, Hydrangeas and Deutzias in assortment. Lombardy Poplar and Evergreens with a good assortment of Retinosporas and Boxwood.

Can supply the above in quantities.

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1 year  
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You Will Root  
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**&**

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CAL. PRIVET**

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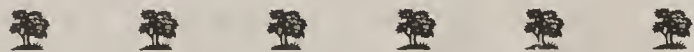
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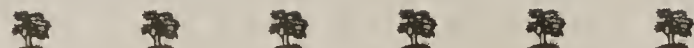
SHRUBS—Deutzia Gracilis, Deutzia Lemoinei, 500,000 Privet, California, 2 years. Spirea, 20 sorts. Weigelia Eva Rathke, Weigelia Variegated, Weigelia Candida.

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ROSES.

PERENNIALS—Large Assortment. Phlox especially. Strong Plants.

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12-18, 18-24 in. and  
2-3 ft.

BARBERRY THUNBERGII, { 2 yrs. Heavy Size  
12-18, 18-24 in.

California Privet 3 yrs. Heavy Size 18-24 in., 2-3, 3-4 ft.

Apple 2 and 3 yrs.

Pears 2 and 3 yrs.

Cherry 2 and 3 yrs.

Plum 2 and 3 yrs.

Peaches 1 yr.

Asparagus

Grapes

Ornamental

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Evergreens

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by

J. H. H. BOYD

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GROWERS AND WHOLESALE DEALERS

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INCORPORATED 1902

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Mostly In Pots

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Carl Holman, Proprietor

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Inspect Our Stock.



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Our list quotes lowest prices.

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Raspberries	Privet	Rhubarb
Dewberries	Spirea	Barberry Seedling
Blackberries	Hardwood Cuttings	Althea Seedling
Elderberries	Iris	Calycanthus Seedling
Currants	Mulberries	Hydrangean P. G. Layers
Gooseberries	Sage	Russian Olive Seedlings
	Horseradish	

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(Sole Agents)

NEWARK - NEW YORK

### BROAD-LEAVED EVERGREENS FROM THE BLUE RIDGE REGION

We can ship at once carloads of KALMIA LATIFOLIA,  
extra select clumps, 1½ to 5 feet.

We can also meet your requirements in Stenanthium  
robustum, Trillium grandiflorum, Lilium grayi, and L.  
superbum, Cypripedium spectabile, Leucothoe catesbaei,  
Pieris floribunda, Viburnum cassinoides, Azalea canescens,  
A. nudiflora, A. vaseyi, Rhododendron maximum, R. Caro-  
linianum, R. catawbiense.

Price List Will Be Mailed Promptly on Request

E. C. ROBBINS, Pineola, North Carolina

The cheapest and best material for Budding and Tying  
is RAFFIA. We can ship promptly. Standard Brands:-  
RED STAR, X. X. SUPERIOR, A. A. WESTCOAST.  
Write for prices.

THOMAS B. MEEHAN CO., Dresher, Penna.



# YES

We Still Have a  
Large Stock of

## EVERGREENS

Including a good  
supply of the scarce  
medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
Rhododendron Carolini-  
anum and Azalea  
Kaempferi.

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### FRAMINGHAM NURSERIES

Framingham, Mass.

# NURSERY BANDS

Manufacturers of

## STEEL BOX STRAPPING

FOR

## NURSERY PURPOSES

AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

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WRITE FOR PARTICULARS

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### American Steel Band Co.,

888 Progress Street,

PITTSBURGH, PA

# L. R. TAYLOR & SONS

*Topeka Nurseries*

TOPEKA - - - KANSAS

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## Blue Ribbon Stock

*For Fall 1924*

### Trees

Apple : Peach : Plum : Cherry : Apricot

### Seedlings

Apple : Plum : Pear : Cherry

### Grafts

Apple

Pear

*Write for Prices.*

*Satisfaction Guaranteed.*

# YES

the foliage is still perfect on our blocks of

## CHERRY

both one and two year, and there's a reason  
for it. Come look them over and be con-  
vinced, or, if you can't come, ask for sam-  
ple. Never had a better lot of trees to offer.

Leading Commercial Varieties, All Grades

Ask for prices on Car Lots

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### Knox Nursery & Orchard Co.

*(Successors to H. M. Simpson & Sons)*

VINCENNES, IND.



# SHADE TREES (HARRISON GROWN)



Are you interested in the finest shade trees in car load lots or less? We are specializing in the leading kinds only, which we grow in sufficient quantity to fill the largest size orders. We call your particular attention to our offerings in Norway Maples, Sugar Maples, Silver Maples, Lombardy Poplars and Pin Oak. Shade Tree Commissions are using large quantities of these varieties from our nurseries.

## NORWAY MAPLES

2 to 2½ in. cal.  
2½ to 3 in. cal.  
3 to 3½ in. cal.  
3½ to 4 in. cal.  
4 to 5 in. cal.

## SUGAR MAPLES

10 to 12 ft. 1¼ to 1½ in. cal.  
12 to 14 ft. 1½ to 1¾ in. cal.  
14 to 16 ft. 1¾ to 2 in. cal.  
2 to 2½ in. cal.  
2½ to 3 in. cal.

## SILVER MAPLES

6 to 8 ft.  
8 to 10 ft.  
10 to 12 ft. 1¼ to 1½ in. cal.  
12 to 14 ft. 1½ to 1¾ in. cal.  
14 to 16 ft. 1¾ to 2 in. cal.  
2 to 2½ in. cal.  
2½ to 3 in. cal.

## SCHWEDLERS MAPLES

2½ to 3 in. cal.  
3 to 3½ in. cal.

## PURPLE BEECH

8 to 10 ft.  
10 to 12 ft. 1¼ to 1½ in. cal.  
12 to 14 ft. 1½ to 1¾ in. cal.  
1¾ to 2 in. cal.

## AMERICAN ELM

5 to 6 ft.  
6 to 7 ft.  
7 to 8 ft.  
8 to 10 ft.

10 to 12 ft. 1¼ to 1½ in. cal.  
12 to 14 ft. 1½ to 1¾ in. cal.  
1¾ to 2 in. cal.  
2 to 2½ in. cal.  
2½ to 3 in. cal.  
3 to 3½ in. cal.  
3½ to 4 in. cal.

## EUROPEAN HORSE CHESTNUT

7 to 8 ft.

## AMERICAN LINDEN

12 to 14 ft. 1½ to 1¾ in. cal.  
1¾ to 2 in. cal.  
2 to 2½ in. cal.

## EUROPEAN LINDEN

6 to 7 ft.  
7 to 8 ft.

## MAIDEN HAIR or (GINKGO)

5 to 6 ft.  
6 to 7 ft.  
7 to 8 ft.  
8 to 10 ft.

## CATALPA BUNGEI (UMBRELLA TREE)

4 to 6 ft. stem 1 year heads

## GOLDEN BARK WILLOW

8 to 10 ft.  
10 to 12 ft.  
12 to 14 ft.

## PIN OAKS

4 to 5 ft.  
5 to 6 ft.  
6 to 7 ft.  
7 to 8 ft.  
8 to 10 ft.  
10 to 12 ft. 1¼ to 1½ in. cal.  
12 to 14 ft. 1½ to 1¾ in. cal.  
14 to 16 ft. 1¾ to 2 in. cal.  
2 to 2½ in. cal.

## RED OAK

4 to 5 ft.  
5 to 6 ft.  
6 to 7 ft.  
7 to 8 ft.  
8 to 10 ft.  
10 to 12 ft. 1¼ to 1½ in. cal.  
12 to 14 ft. 1½ to 1¾ in. cal.  
2½ to 3 in. cal.  
3 to 3½ in. cal.  
3½ to 4 in. cal.  
4 to 5 in. cal.

## SCARLET OAK

4 to 5 ft.  
5 to 6 ft.  
6 to 7 ft.  
7 to 8 ft.  
8 to 10 ft.  
10 to 12 ft. 1¼ to 1½ in. cal.  
12 to 14 ft. 1½ to 1¾ in. cal.  
2½ to 3 in. cal.  
3 to 3½ in. cal.  
3½ to 4 in. cal.  
4 to 5 in. cal.

## LOMBARDY POPLARS

6 to 8 ft.  
8 to 10 ft.  
10 to 12 ft. 1¼ to 1½ in. cal.  
12 to 14 ft. 1½ to 1¾ in. cal.  
14 to 16 ft. 1¾ to 2 in. cal.  
16 to 18 ft. 2 to 2½ in. cal.  
18 to 20 ft. 2½ to 3 in. cal.  
3 to 3½ in. cal.  
3½ to 4 in. cal.  
4 to 5 in. cal.

## TULIP POPLARS

12 to 14 ft. 1½ to 1¾ in. cal.  
1¾ to 2 in. cal.  
2 to 2½ in. cal.  
2½ to 3 in. cal.  
3 to 3½ in. cal.  
4 to 5 in. cal.

## ORIENTAL PLANES

6 to 8 ft.  
8 to 10 ft.  
10 to 12 ft. 1¼ to 1½ in. cal.  
12 to 14 ft. 1½ to 1¾ in. cal.  
1¾ to 2 in. cal.  
2 to 2½ in. cal.  
2½ to 3 in. cal.  
3 to 3½ in. cal.  
3½ to 4 in. cal.

## BLACK ASH

7 to 8 ft.  
8 to 10 ft.  
10 to 12 ft. 1¼ to 1½ in. cal.

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland





# THE NATIONAL NURSERYMAN



DECEMBER 1924

Published Monthly at Hatboro, Penna., U. S. A., in behalf of the Trade Interests of Nurserymen, Seedmen and Plant Growers in General

## THE MONROE NURSERY

Established 1847.

Offers a Fine Stock of  
**SPECIMEN EVERGREENS,  
FRUIT AND ORNAMENTAL  
TREES AND SHRUBS**

Will be pleased to quote on your list of wants

**I. E. Ilgenfritz' Sons Co.**

Monroe, Mich.

Manufacturers of The I. E. Ilgenfritz' Sons Co.'s Celebrated  
Graft and Stock Planter and Firmer

## Mount Arbor Nurseries,

E. S. WELCH, PRES.

**SHENANDOAH, IOWA.**

Fifty years in the wholesale nursery business have made the Mount Arbor Nurseries nationally known.

### APPLE SEEDLINGS

A fine lot of strong, healthy seedlings that will be graded to the highest standard. NOW is the time to order for GRAFTING. We can make prompt shipment. Satisfaction guaranteed.

### OUR SPECIALTY

A large and complete line of general nursery stock for the wholesale trade.

### APPLE TREES

The most complete assortment in the United States.

### CHERRY TREES

An exceptionally fine lot in both one and two year trees.

### DISTRIBUTORS

### FRENCH FRUIT TREE STOCKS

*Always glad to receive your list of wants. Winter trade list and bulletin ready in December.*

## BUNTING'S NURSERIES

Specialize in growing the following stock for the wholesale trade. Can do items listed below in Car lots or less. Complete list of varieties.

PEACH TREES

APPLE TREES

PEAR TREES

GRAPE VINES

1 and 2 yr.

ASPARAGUS ROOTS

1 and 2 yr.

STRAWBERRY PLANTS

CALIFORNIA PRIVET

BARBERRY THUNBERGII

FLOWERING SHRUBS

ROSES

EVERGREENS

ETC.

## BUNTING'S NURSERIES

G. E. Bunting & Sons, Proprietors

Selbyville

:

Delaware

## DUE NOTICE

We have been talking to the trade to PLACE ORDERS EARLY. Many did. Others were holding off for lower prices. Nothing doing. They are advancing now. It is all we can do to hold our assortment together. Many scarce items just got away from us.

Won't you please place your order now for spring, or be disappointed and pay a higher price later? The old saying is "First come first served."

Take due notice and govern yourself accordingly.



**C. R. BURR & COMPANY, Inc.**

GENERAL NURSERYMEN

MANCHESTER

:

CONN.

We do not sell at wholesale to retail buyers.



## The Preferred Stock



### Time To Decide!

It is not too early to sit down right now, with pencil, paper and a J. and P. bulletin and "dope out" your nursery requirements for the big Spring business.

Foresighted Nurserymen who order from Jackson and Perkins bulletin No. 1 (issued December 1) will be sure of getting what they want when they want it.

If a copy of this bulletin has not reached you, write us using your business letterhead.

**Jackson & Perkins Company**  
Wholesale Only  
Newark, New York.

## French Fruit Stocks

Dec. or Feb. Shipment from France

Pears, Apples, Mahalebs, Mazzards,  
Myrobolans, Quinces, Manetti, Etc.

From Vincent Lebreton's Nurseries, Angers, France

### HARDY LILY BULBS

Auratum, Rubrum, Album, Magnificum

Case Lots Only—Shipment From December

### Rosa Mult. Japonica Seeds

### BAMBOO STAKES

Japanese Natural or Dyed Green. Domestic  
Natural. Chinese Tonkin Stakes

### RAFFIA

Red Star and Two Other Brands of Natural,  
Also Dyed in 20 Colors

Write for prices stating your requirements

**McHutchison & Co.,** 95 Chambers St.  
New York City

## BARTLETT PEARS

B. D. Anjou  
Flemish Beauty

## DELICIOUS APPLES

Gravenstein  
Jonathan  
Wageners  
Wealthy

All 2 Years 11-16-'24

These and other staples now ready for immediate shipment

**Mahaleb Yakima Valley**  
grown seedlings

**Norway Maple, 3-4' and 4-5'**

Carload rates to some distributing point near you.



**Washington Nursery Co.**  
Toppenish, Wash.  
In the famous Yakima Valley

## Cherry Trees! Cherry Trees!

*The Best That Can Be Grown!*

**Sweet and Sour One and Two Year**  
**Car Lots or Less**

We also offer for Fall and Spring a general  
assortment of Standard and Dwarf Apple,  
Standard and Dwarf Pear, Plum, Quince and  
Peach—TRUE TO NAME.

*Write For Our Attractive Prices*

**KELLY BROTHERS' NURSERIES**  
DANVILLE, N. Y.



# PAINESVILLE NURSERIES

**DECEMBER, 1924**—The best of materials, scientific methods and bedrock honesty have erected the edifice of our business, step by step. How sound was its foundation, and how consistently true to form its continuance, is evidenced by the magnitude of its proportions after 71 years. Our progression has required, merited, enjoyed, and continues to bid for—your loyal support.

**Founded  
1854**

## THE LEADING DEPARTMENTAL NURSERY

**TREES** A complete list of standard varieties in **Fruit Trees** of all kinds; with every desirable kind of **Small Fruits**, **Ornamental Trees**—both **Deciduous** and **Evergreen**—in very complete assortment. **Deciduous Shrubs**, **Hardy Field-grown Roses**, and **Hardy Perennial Plants** of every practical type, are important departments in our production. The line is completed by an extensive **Green House** system, and **Seeds**.

## THE STORRS & HARRISON CO.

NURSEYMEN --- FLORISTS --- SEEDSMEN

ESTABLISHED  
1854

**PAINESVILLE, OHIO.**

1200 ACRES  
45 GREENHOUSES



**J. H. SKINNER & CO.**

Topeka

Kansas

*We Offer*

Apple, Cherry, Peach, Plum  
and Kieffer Pear Trees

Apple Seedlings

Japan Pear Seedlings

Forest Tree Seedlings:

Black Locust

Honey Locust

Catalpa Speciosa

Apple Seedlings

Apple Scions

Forest Tree Seedlings

APPLE

PEAR

CHERRY

PEACH

GRAPE VINES

PLUM

Roses

Shade Trees

Shrubs

We Are Ready to Take Care of Your Orders  
on the Above Items

We Make APPLE GRAFTS That Grow

**THE OTTAWA STAR NURSERIES**

Successors to F. H. Stannard &amp; Co.

OTTAWA, KANSAS



We Can Still Supply Fairly

Complete Lists of

FRUIT TREES

ROSES

HEDGE PLANTS

and

EVERGREENS

*Glad to quote promptly on  
your list of requirements*

THE HUNTSVILLE WHOLESALE NURSERIES, INC.,

HUNTSVILLE, ALA.

1872—1924

**BRIDGEPORT NURSERIES**

Largest in Indiana

Offer in Car Load Lots

PEACH

NORWAY MAPLE

CHERRY

2¼ inch and up

1 and 2 year.

SUGAR MAPLE

APPLE

1½ inch and up

1 and 2 year.

*These Are Our Own Growing at Bridgeport  
And Are Sure to Please*

*Also a General Line of Other Stock, Including  
a Large List of Perennials*

**C. M. Hobbs & Sons**

BRIDGEPORT, INDIANA



# The National Nurseryman.

FOR GROWERS AND DEALERS IN NURSERY STOCK

The National Nurseryman Publishing Co., Incorporated

Vol. XXXII

HATBORO, PENNA., DECEMBER 1924

No. 12

## Elimination of National Waste

Secretary Hoover in his annual report spoke at length on the subject of the "Elimination of National Waste."

His statements are as pertinent and as applicable to the nursery as any other trade if not more so.

The need for the elimination of national waste is plain.

"The American standard of living is the product of high wages to producers and low prices to consumers. The road to national progress lies in increasing real wages through proportionately lower prices. The one and only way is to improve methods and processes and to eliminate waste."

There is a very close connection between the building and nursery trades. When the former stops it slows down planting and development of grounds, and both trades have been far too seasonable, making very high overhead costs.

Mr. Hoover says:

"The report showed conclusively that custom, not climate, is mainly responsible for the seasonal ups and downs in building, and that these evils are largely unnecessary and can be eliminated," says Mr. Hoover. "For most types of construction it is now possible to build the year round in all parts of the United States. The elimination of these wastes would strengthen the entire business structure, for construction is the balance wheel of American industry. The value of yearly construction in the United States is more than \$5,000,000,000. If building falls off, there is always a slackening in many other lines of industry, resulting in unemployment, decreased purchasing power of employees, and further depression."

"The National Brick Manufacturers brought to the attention of the Department of Commerce the need for simplifying the number of sizes of paving bricks," the secretary continues. "It developed that no less than 66 sizes were actually being manufactured and sold."

"This Department promptly called a conference of all interested parties, with the result that varieties of paving brick were reduced by mutual consent from 66 to 11. Since then there has been a further reduction to 5 varieties. This is but a sample of the accomplishments of this division. During the year under review, varieties of files and rasps were simplified from 1351 to 498; range boilers from 130 to 13; sizes of bed blankets from 78 to 12, etc."

We doubt if there is a trade that carries as much "dead horse" as the nursery trade in the way of number of varieties, grades, etc., often carried at a dead loss by the nurseryman. Many of these could be eliminated without much loss to the gardens of the country.

In the section of the report dealing with trade associations Mr. Hoover says:

"One of the most important agencies through which the elimination of waste may be promoted is the trade association. It is true that a small minority of these associations have been in the past used as cloaks for restraint of trade by such activities as open-price associations and other attempts to control distribution or prices. It is equally true that the vast majority of trade associations have no such purpose and do no such things. The dividing line, however, between what activities are in the public interest is not today clearly defined either by the law or by court decision."

"In consequence of recent decisions of the courts many associations are fearful of proceeding with work of vital public importance, and we are losing the value of much admirable activity. At the same time we are keeping alive the possibility of wrongful acts. It is imperative that some definition should be made by which an assurance of legality in proper conduct can be had, and by which illegality or improper conduct may be more vigorously attacked."

The activities of our own American Association of Nurserymen have been perhaps excessively cautious not to act in any way that might be interpreted as being illegal.

With more freedom of action, by the association, a better knowledge of costs by the individual producers, there is no doubt a great saving of waste could be made.

### WHY LEAVES FALL IN AUTUMN

In the November issue of the "Scientific American," Dr. Ernest Bade stated that drought and not frost caused the leaves to fall in the autumn. A drought causes lack of sufficient sap, then the leaves change color and wilt. Leaves of various trees die at different times in autumn just as they appear at different times in the spring. For instance, we all know how soon a walnut drops its leaves and how long an oak will keep its dead leaves.

He also states that the leaves color on the side that is most exposed to the sun. The materials that make up this coloring matter are only waste matter that the plant wishes to get rid of. The chlorophyll and the other valuable substances back up into the woody cells of the twigs, branches and even to the roots.

The flow of sap is cut off, wilting and the changing into the various colors is caused by drying out and not by freezing.

Dr. Bade may be scientifically correct in his conclu-



sions, but we nurserymen know that a sharp frost will cause the leaves to fall. Following a frost you can go and shake a tree and a deluge of leaves will follow even though it would not have happened if you had tried it the day before.

We also know that the farther south you go the leaves become more persistent.

---

### OUR BEST CROP

BY H. LLOYD HAUPT

---

Nobody seems to have commented upon the fact as yet, but how many of us noticed the young men at the Atlantic City Convention; and how many of us thought of what power they had in store for the Nursery Industry in the days that are to come. They are our present best crop.

Rightly, we mourned the loss of many bright men who had died during the year past. Others have passed on since,—Mr. Vaughn, Mr. Foulk, Mr. Farr. But we are none of us quitting on that account are we? Why? Because the young man is carrying on where the older man left off!

Had we been a bit older, or perhaps a bit bolder, we would have called upon President Kelsey to have had the young men, men under thirty-five, stand up for a minute to show us all that even though these grand men who had been so largely responsible for making the industry in the past were gone, there were many new recruits.

Don't think for a moment, however, that this is a new thing just happened. Since the beginning of time the young man has taken up the burden where the old man left it, and our civilization is the result, with here and there a set-back where some old fellows from the hills came down in the valley and cleaned up the civilization. But civilization gets them, too, afterwhile, and progress goes right on. This very movement began many years back, when the Starks, the Perkins, the Mays and many others came back from college, to which they probably went because all their friends were going. These young men came back with a lot of new fangled ideas about how the nursery business ought to be run. Absolutely impractical ideas, they were.

But they bided their time, and slowly but surely their ideas won recognition and acceptance. They are still at it, and they don't dare stop, for there is a coming generation that is going to push them just as hard as they pushed. Their opponents are the "old reactionaries" as they have been called. But are they opponents, and are they reactionaries, either or both? You know them, every one of them fine men who have made their success. They're sitting back now and watching us young fellows. Many times I think they are laughing up their sleeves at our lack of nerve. Ask them what they would do, and they don't say much? But every last one of them is wishing he was thirty years younger and in our shoes. He'd show us how.

If I were one of them I would say that two problems loom over others today in the nursery industry. Two problems for us younger men to solve. Overproduction and stability of prices. He or they will be big men who

solve them. Perhaps they will never be solved in their entirety. But they are there for our closest attention.

And now a message to these yet younger men. Perhaps you do not see your place in the nursery business. Many don't, but the nursery game takes a versatile man, and most any man who isn't afraid of hard work can find an angle in the nursery game where his talents will fit. There are many, many problems for us to solve. Are you a natural born salesman (if there is any such animal), there is the problem of marketing. Not jobbing, now, from one nurseryman to another, but marketing our product to the ultimate consumer where it will fulfil the purpose of beauty or utility that it was produced for.

Are you a propagator by nature? Then increase our supply, and cheapen the cost so that these many beautiful things may be scattered all over the land. The cursed quarantine was passed for your special benefit. Your old timer will tell you to keep so many people out of the industry, and to keep material scarce so that the price will be profitable; but I tell you that is ALL WRONG. When these things were imported from the other side, they were sold in large quantities because they were cheap and plentiful, and those who sold them made money because they were sold in large quantities, and they aren't making anywhere near the money today on the same items, scarce and high priced.

Or are you more of an idealist? Less satisfied with things as they are? So much the better. We need you as much as the others, perhaps more. The Arnold Arboretum is full of things for you to get acquainted with and to disseminate to the world. The plant lovers are waiting for you to do this work, and the old established nursery doesn't seem to want the job. It is yours for the taking and you can make a go of it. Then there is hybridizing, an open field, too, with few competitors. There are innumerable opportunities, flowers, fruits, ornamentals, and what not. For our law inclined there is the problem of revising our patent law to provide protection for the new product which has been procured only after far longer periods of working time than most patents now granted.

Is that enough? Or shall I tell you advertising geniuses how you should educate the people to the old as well as the new? We have not even scratched the surface of supplying the potential demand. For you bankers, there is the problem of financing, and a satisfactory system of valuation. There is an oar for each of us. Let's take hold and pull.

---

### QUITE NATURAL

---

With a view to guiding the cook to selection of a quieter summer hat than she had worn the previous season, Mrs. Smith spoke of some violets she had seen in a milliner's window.

"They're almost exactly like those in our garden, Mary," she said. "You've seen those often."

"Indeed I have, mum," returned Mary. "I was after waterin' them this very mornin'. Ain't it wonderful, mum, how natural the Lord can make them?"



## Answers to Correspondents



Woodlawn, Va., Oct. 15, 1924.

(1.) Please advise us how and when is the best time to root boxwood, Ilex, Ligustrum, Abelia, Yew and Mahonia. Can these plants be rooted outside in cold frames or hot beds? Should the soil be sandy or mixed with loam?

(2.) I have been told there is a special process with which they treat their *Cedrus deodara* seed with and that this is a secret with them.

In your opinion is there anyway to treat these and other evergreen seed so that they will come up good and the plants not damp off while in the seed beds?

(3.) How should walnuts and chestnuts be managed so as to get good stands in the seed beds? Please give instructions for storing Black, English and Butternut walnuts; Paragon and American chestnut nuts so as to preserve them for spring planting and how should the seed beds be prepared for the best results? E. W. J.

(1.) If you have a good frame or hot bed from which the frost can be excluded it would be alright to put the cuttings in now.

The hot beds should be about two and a half feet deep. Put in about two feet of stable manure mixed with leaves. Tread it evenly and firm, then cover with a layer of five or six inches of good sharp sand, making the whole level and firm.

Cuttings of the above put in this should be rooted by May.

(2.) We know of no special process of treating *Cedrus deodara* seed before sowing.

Many of the evergreen seedlings are subject to damping off in the seed beds, which is caused by fungus.

Try spraying with bordeaux.

(3.) All the nuts mentioned should keep well stored in a cool dry cellar, but to insure them against mold or too much drying it perhaps would be best to store them in boxes in dry sand.

Prepare the seed beds by digging deeply and leaving rough so the frost will thoroughly pulverize and sweeten the soil ready for sowing in the spring. If the soil is of a stiff nature the addition of sand will improve it.

Kimball, Virginia, Nov. 7, 1924.

I am planning to grow seedlings of Norway and Sugar maple also *Paulonia imperialis* and Arborvitae. Can I grow them successfully in the open as I have no propagating house? Please give full directions of best method of planting and caring for them until they are ready to line out in Nursery. A. B.

Norway and Sugar maple and also Arborvitae may be successfully grown from seed without the aid of a propagating house.

If you have not already the seed on hand, procure it at once so as to have it on hand for sowing as soon as the ground is in condition in the spring.

In the case of the maple seed it would be well to strat-

ify them by placing them in a box in thin layers alternating with an inch or two of sand and then placing the box in a cool dry place where vermin will not get to them, outdoors with a covering to keep the rain off will be alright.

As soon as the ground is dry enough to work in the spring, dig and thoroughly pulverize the ground where they are to be sown. It is most convenient to have the seed beds about three feet wide and as long as needed. This permits of easy access for weeding, shading and care without tramping on them.

Sow the seed broadcast, not too thick, and cover maple seed with fine light soil to the depth of one to two inches.

The plants should be ready for lining out in the nursery the third year from the time of sowing.

Arborvitae may also be grown from seed treated in the same manner but it is very important to keep the seed bed shaded for the first year and when sowing only cover the seed lightly.

The seed of the *Paulonia imperialis* is very fine, keep it in a cool dry place and sow in spring as above. It is perhaps better not to cover the seed at all when sowing, merely firming the ground with the back of the spade.

### ACID SOIL

For growing most crops an acid soil is not to be desired, but in the nursery business certain plants require it.

It is well known an acid soil is absolutely essential for growing the group of plants known as ericaceous, namely the rhododendrons, azaleas, huckleberries, etc. To what extent an acid soil would be beneficial to other trees, shrubs and evergreens that do not belong to this group of plants, yet are usually found growing with them in a natural state it is difficult to say. Such plants as hemlocks, dogwood, cercis, pines, spruces are all important items among nursery stock and usually found growing in an acid soil, but no investigation to the writer's knowledge has been made as to whether it would be worth while to create acidity in the soil artificially for the purpose of growing them in the nursery. Sulphur has been used extensively for creating acid conditions in the soil.

Potato growers in the eastern states are familiar with the fact that potato scab may be controlled by application of sulphur.

Jacob G. Lipman, dean and director of the New Jersey Experiment Station, says: "The amount of sulphur to use for creating acidity in the soil for nursery stock that requires it, could be best determined by an analysis of the soil. Possibly as little as 200 pounds to the acre would be sufficient, but if the soil was but slightly acid or alkaline the amount required may be as high as 500 to 800 pounds.

Since the discovery that sulphate of aluminum was such a great help in creating the acid conditions required for growing ericaceous plants it suggests further investigation along the same lines in connection with other plants grown by nurserymen.

Perhaps the American Association of Nurserymen could get the U. S. D. of A. to experiment along these lines.



# The National Nurseryman

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The leading trade journal issued for Growers and Dealers in  
Nursery Stocks of all kinds. It circulates throughout the  
United States, Canada and Europe.

AWARDED THE GRAND PRIZE AT PARIS EXPOSITION, 1900

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Hatboro, Pa., December 1924

## A Merry Christmas

to all our readers is the hearty  
wish of the

National Nurseryman

NINETEEN HUNDRED AND TWENTY-FIVE This month closes the year. Optimism prevails throughout the nursery business and in fact throughout the country. The election last month has set the business mind at rest for another period of three or four years, so whatever the political complexion of the individual, business can plan and adapt itself to the wishes of the majority. There is every indication that the trend of thought is away from "chasing rainbows" and seeking "Utopias" and towards constructive work.

For the last several decades we have been bemoaning the fact that the trend of the population was away from the country and the nurseryman's field of business and towards the cities. There is much evidence the tide has turned or at least the ebb is about to begin.

The automobile is perhaps the one outstanding cause but there are many others such as the radio, good roads, education and a reaction from the jazz of the cities.

The isolation that was once the terror of the country, especially of the women folks, is vanishing. The coun-

tryman is no longer lonely either mentally or physically. The thoughts of others, the best in the land come to him through the air in the form of lectures and sermons along with music and the news of the day.

All the conveniences of the city are possible to him without the stress of city life.

In the Literary Digest of November 15th is an article under the caption "Henry Ford Dooms our Great Cities" and the comments of various newspapers on the subject. Mr. Ford's opinion may be no better than yours or mine but just imagine the power of the suggestion. Whether the cities are doomed or not we have only to take our flivver and investigate for ourselves.

The point is, there is every evidence there is a big trend towards living in the country and the nurseryman should be prepared and do his part towards encouraging the movement.

A bare ugly house stuck along the roadside or in the fields does not help, but a home set in a garden with roses trailing over the porch and trees loaded with fruit does. The most inveterate city dweller yields to its pull.

Things are coming our way, there never was a time so momentous for the nursery trade if we can measure up to it, not as money makers taking advantage of conditions, that is only one essential of business, but as educators showing people how and helping them to get back to nature. Our products have been too largely considered in the luxury class. They are the most essential of necessities. Life without nature's beauties is brutish.

Is the trade big enough to put the dollar in the second place and only consider it an essential by product of the business? To do so means service as well as sales. A service that puts the needs of the customer before the nurseryman's need of the dollar. By all the laws of successful merchandising if he does this he need not worry about the dollars.

For real accomplishment in business building there is no greater fallacy than the idea that it can only be done by large appropriations of money.

Large appropriations are merely tools of politics and big business and are as often misspent as not.

A sound business policy, energy and a public need are the essentials, given these all the medium necessary in the way of capital will be forthcoming to build business indefinitely.

We are all set, the signs are all in our favor, let each individual nurseryman do his share during 1925 to help his neighbor to help himself.

## INTERESTING THE PUBLIC IN PLANTS

*Do Nursery Catalogues and Plant Literature Appeal to  
People Who Have Not Already An Active  
Interest in Plants?*

One of the most difficult things for a nurseryman to realize and constantly keep in mind is the ignorance, or perhaps it would be nicer to say lack of knowledge of plants of the average man or woman.

The most simple statement about plants in the news of the daily press usually reveal lack of knowledge of the most primary kind which indicates a lack of interest. As an illustration the Philadelphia "Bulletin" recently re-



perted that a new chrysanthemum "bulb" was named after a prominent citizen.

One would think that every child with a grammar school education would know that a chrysanthemum is not a bulbous plant, and this from a reporter and passed by an editor.

Of course there are many people who have a broad knowledge of plants, not necessarily a technical one, but one which makes it easy for the nurseryman to reach them through the medium of the printed page. But what about the others? Does the average nursery catalogue interest them, can they understand it or is it gotten up above their understanding?

Are the articles on horticulture with a view of interesting the public and developing a market for plants accomplishing their purpose?

True, any person who is interested and will study them they will reach, but it is the others who should be reached.

In selecting our own reading we are all apt to skip matter on a subject in which we are not interested. If a person has only a passing interest in machinery or plants they are not likely to read about them, unless it is presented to them in an unusual form.

As John Watson pointed out the proper time to sell roses was when roses were in bloom. When people could see them. Nearly everyone knows roses and naturally there is less sales resistance than many other plants that ought to be planted just as freely.

The nursery trade is primarily for merchandising, selling plants. Creating buyers is the big problem.

Pictures, displays, movies, lectures, talks, and last but not least good salesmanship suggest themselves as better than the printed page.

The whole subject is a deep one and deserving of much thought. It is difficult to popularize anything under a latin name. Unfortunately most of our merchandise has to carry them. Not only the names but a certain amount of technical knowledge is necessary for the purchasers to have before the potential value of the goods is turned into actual value.

To summarize, the nursery trade wants to popularize and sell its products. It wants to interest those people in them who do not know one plant from another. To them a plant name conveys no meaning. Some means must be found to demonstrate plants to the public which does not imply a course of study. Buying plants must be made easy and their desirability demonstrated. The schools are the greatest hope of the printed page and the future, but a more spectacular, easier and quicker acting method should be devised to encourage the buyers now.

### CROWN GALL

The short survey of the Crown Gall disease by Theodore Parker, Hon. Sec. of the Technical Committee of the Chamber of Horticulture of Great Britain, published in the Horticultural Trade Journal, will be of interest at this time. The American Association of Nurserymen is co-operating with the American Phytopathological Society in a research program, which is expected to add much knowledge to what is already known about this disease.

The disease is now found in most parts of the British Isles,

nurseries having distributed affected stocks not only all over England but to many other parts of the world.

Its existence in France, Holland, America and South Africa has been definitely established.

The disease caused a dwarfing of growth as well as direct injury to roots and branches, some plants being more seriously affected in this way than others.

The disease has been known for very many years, but its true nature has only in recent years been properly understood.

It has been shown by E. F. Smith (U. S. A.) that the disease is infectious and the causal organism has been named *Bacterium tumefaciens*. The characteristic galls have been produced under artificial conditions by inoculating into the tissues of healthy plants cultures of this organism.

These bacteria are exceedingly difficult to locate in the tissues of the galls which probably explains the fact that the cause and nature of the disease has only been recently understood.

The typical galls may vary in size from that of a Pea to 8 to 10 inches in diameter.

The position of these also varies considerably, generally they are to be found at the crown or collar of the attacked plant, and in the case of Raspberries and certain other plants on the roots, stems or branches.

Where root grafting is carried out galls are frequently found at the junction of the scion and stock.

Grubb reports, that in the case of Apples raised from layers or stools at East Malling, by far the largest proportion of galls occur on the base of the stem at the point where it was separated from the parent stool or layer.

Infections higher up the stem are sometimes found, and others on lateral roots, but galls at the ground level or crown of the stock usually take the form of rough warty swellings of soft tissues which vary in development from a slight irregularity of the "callus" to large more or less spherical galls up to three or four inches in diameter.

The other form of crown galls, known as "Hairy root," mentioned later on, has not been observed with any degree of certainty in this country.

It has been shown that the organisms gain entrance to the plants through wounds, and in all probability they cannot enter an uninjured surface. It is well known that seedlings are less often attacked, whilst with cuttings and root grafts the period during which the plants are liable to attack is just prior to and during the formation of the "callus."

Once the bacteria have entered the tissues they multiply, but instead of causing disintegration of the cells they cause them to divide and become enlarged, in a similar manner to wart disease on Potato tubers, causing ultimately the formation of the characteristic gall.

Crown Gall is a somewhat peculiar disease, in that in certain plants the affected areas appear to form strands in the healthy tissues along which the bacteria travel and from which other galls arise, sometimes at a considerable distance from the original gall.

This fact explains why it is that new galls arise in other spots if the primary gall is removed.

The amount of damage by Crown Gall varies greatly in different crops.

In some cases it is almost negligible. Stone fruit appear to suffer more than Apples or Pears.

In Sweden soft fruits such as Raspberries have been so injured as to bear practically no crop, and similar cases have been reported in England.

It is considered a serious disease on Vine in France and Italy.

Recent work has shown that its effects on Apples are comparatively slight and perhaps not so serious as was at one time thought.

The amount of injury varies in different varieties, not only as regards stock but with the variety grafted on to it.

In some cases the stocks appear to be able to throw off the disease entirely.

It has been observed here, that during the first few years after planting, galled trees often grow almost, if not quite, as well as gall-free trees.

The amount of injury which appears depends largely on the position of the gall on the tree.

Galls at the crown being more serious than those on lateral roots.

Galls having a narrow neck are stated to be less harmful than those which are attached by a broad base.

Crown Gall may be considered dangerous as a disease because, in addition to any direct injury that may be caused by its parasite, it may afford means of entrance to various parasitic fungi. The distribution of diseased stock among new and clean orchards



may act as a serious centre of infection to plants such as Raspberries and Loganberries which may be subsequently planted.

From the point of view of inspection of stocks, it is quite an easy matter to remove galls from slightly affected stocks, and smear the newly made wounds with earth so as to evade detection.

In such cases only a careful microscopic and biological examination can disclose the presence of freedom from the disease.

With regard to the susceptibility of Apple stocks, it has been noted at East Malling that the different sorts of paradise differ markedly.

The most susceptible are certain types which root rather poorly when layered, and which, consequently, have to be torn or broken from the stool.

No kind of Apple stock has yet been found to be immune, and traces of the disease have been seen on several kinds of free stock which have been propagated by layers as well as on the common forms of paradise.

The work carried out on paradise stocks, known to be susceptible to Crown Gall, showed that the galls occurring on the base of the stocks were distinctly larger where the stocks have been roughly torn from the stool than where smoothly cut with a knife.

Covering the wound before planting, with Stockholm Tar or grafting wax, especially the former, reduced the number and size of the galls, but also appeared to injure the roots to some extent. Probably this was due to the poor rooting of the stocks. The latter, planted with their bark bruised severely, showed after two years' growth a considerable proportion with galls on the main stem above the base, whilst uninjured stocks were practically free. Many of the cut roots bore small galls at the cut ends.

This disease has also been reported on Beets in Denmark.

In South Africa, Crown Gall was first recorded by Sounsbury, in 1910, the disease had then only been observed in the North Eastern districts of the Cape Province. It is known to exist in all parts of the Union, being especially prevalent in districts liable to hailstorms. It frequently occurs on Willows, and is probably widely disseminated by the planting of diseased cuttings.

The disease may manifest itself in two forms, known respectively as Crown Gall and Hairy-root. It has been estimated that in the nursery 90 per cent. of the galls appear on the scion just above the point of union with the root.

Young galls are comparatively small greenish or nearly white, fairly smooth, and soft or spongy in texture.

When matured they are usually hard and dark in color, and from one to several inches in diameter. The disease spreads very rapidly, over 2,000 trees having been infected in 1912 from a single infection on a Willow in 1907.

Hairy-root occurs on Apples, and is quite different from the form described above.

There is an extensive production of small fibrous roots growing out at right angles singly or in tufts from an older root or stem. There may be a broomlike formation with extensive branching of the roots at the ends, or the disease may take the form of a wooly outgrowth originating from a smooth irregular swelling on the larger roots.

The disease has also been reported in isolated cases on the Paris Daisy (*Chrysanthemum frutescens*), Rubber plant (*ficus elastica*), Bryophyllum, Pear Lucerne, Tobacco, Pear, Quince, Plum, Cherry, Apricot, Peach, Raspberry, Loganberry, Blackberry, Hollyhock, Beet, Mangold and Roses in America. Vines in France and Italy.

In a critical study of Crown Gall carried out by Robinson and Walkden (University of Manchester), 1923, a new light has been thrown upon the occurrence and distribution of the bacteria which cause this disease.

The investigator has been concerned with Crown Gall on *Chrysanthemum frutescens* and *Nicotiana affinis*. The work has included the artificial production of primary galls on the *Chrysanthemums* from the earliest stages, the distribution of the casual organisms in the galls, and the development of the secondary tumours and tumour strands.

A different interpretation has been given to experimental results similarly obtained by Smith in his work.

The investigation shows, that in the inoculation experiments galls were formed, and on those exhibiting a rough surface large numbers of the bacteria *B. tumefaciens* were found. These in part, at any rate, are considered responsible for the shape of the gall which results from the localisation of the disturbing influence in definite regions of the stem.

It must be pointed out, however, that in the *Chrysanthemum*, the organisms are not found at any considerable distance from the surface, and soon the form of the growing gall becomes such

that the majority of the organisms producing it are localised on its surface.

Whilst dealing with the inoculations of the plant (*Chrysanthemum*), it is pointed out that on several occasions auxiliary shoots were inoculated which were growing from positions very near to galls produced by earlier inoculations. Galls on such shoots were invariably obtained showing that there is no immunity acquired by plants against *Bacillus tumefaciens* following an earlier infection by the Crown Gall organism as has been previously suggested.

The air-loving character of this organism may account for the fact that the bacteria which are introduced to the interior, either of vessels or intercellular spaces, do not multiply to any extent nor grow progressively in the interior.

The investigators next proceeded to test the view suggested by W. H. Lang, viz., that the appearance of the secondary galls and of tumour strands was due to the subsequent development, growth and extension of the formative plant tissue under the influence of the bacteria after inoculation.

The results have shown that the secondary galls on the leaves of *Chrysanthemum frutescens* are largely accounted for by the bacteria inoculated into the young primary woody plant tissue being carried by the stretching growth of this to some distance from the point of inoculation; the results with Tobacco have shown that an actual migration of the bacteria is also possible in this tissue.

Numerous needle prick inoculations of the apices of young flowering shoots of this species of Tobacco (*N. affinis*) were made, and results similar to those described by Smith were obtained, but whenever the galls have a rough exterior the organisms are present in abundance on this surface, and when completely smooth galls occur they, like the secondary galls, have the organisms present in the inter-cellular spaces and vessels within.

In the Tobacco, as Smith has shown, these frequently burst out to the exterior, either from the pith or the cortex, and the rough surface which they then acquire is richly populated with the Crown Gall organisms.

The authors have obtained no evidence of the migration of the strands of tumour tissue to any distance at all comparable with that postulated by Smith, but they have clearly shown that the effect of the bacterial influence and stimulus proceeding from definite centres invariably results in the subdivision and enlargement of the cells.

The presence of the causal organisms of Crown Gall on the exterior of the galls explains the extreme ease with which the soil in which diseased plants are grown becomes highly infectious, since the organisms must be washed into the soil during watering operations or whenever rain falls on the plants.

It has also been observed that the most striking growths of Crown Gall are always obtained when regions of the plant which are capable of making considerable further growth are inoculated.

#### Control Measures.

In the case of Manetti Roses, which are particularly liable to infection, it is very desirable to propagate such plants in only "known as clean soil."

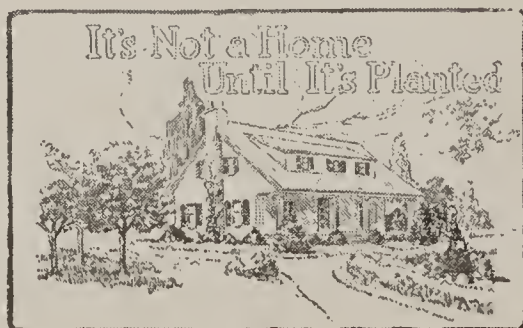
All soil infected with the Crown Gall organism should be rigidly avoided, and, of course, infected stocks should not be planted into clean soil.

Sterilization might be advantageous on a small scale, but its application under commercial conditions is a practical impossibility.

Great care should be exercised when handling stocks during the routine of propagation, etc., in preventing the production of wounds, when shifting, healing-in, etc.

In the operation of grafting, care should be exercised in selecting stocks of suitable size, and to well wrap and cover the graft. The latter is most important where the graft is in close proximity to or just below the soil level.

The removal of galls does not mean removal of infection. Badly galled trees should be grubbed and burnt.





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 PEAR: 2 yr. buds  
 CHERRY: 2 yr. buds  
 PLUM: 2 yr. buds  
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 GOOSEBERRY: Oregon Champion 1 yr.  
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## Obituary.

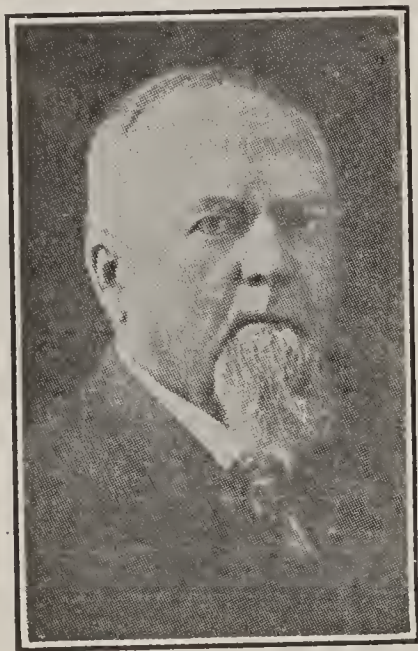


### CHARLES H. PERKINS

Mr. Charles H. Perkins, the founder of the Jackson & Perkins nursery business, Newark, New York, passed away on November 19th in Santa Ana, California, where he had made his home for the last ten years. Born in Granby, Connecticut, April 27th, 1840, he was in his 85th year.

During the greater portion of his life, Mr. Perkins was a resident of Newark, New York, where for many years he was one of the most active and influential business men, following diversified activities. In 1873 he started the business of Jackson & Perkins Company largely because of his great love for flowers and plants and, while always very active in the affairs of the company, he was also engaged in other mereantile activities entirely different in nature.

Years ago when grain production centered in Western New York, Mr. Perkins was a large buyer and shipper of grain in that part of the State. He dealt in many



other kinds of local farm produce, developing a large domestic and export trade in peppermint oil for which Wayne County, New York State, was then the producing center. He carried on a banking business of some importance. He owned and developed several farms in various parts of the country.

When the production of grain moved farther West, Mr. Perkins became engaged in the canning industry, financing and selling the out-put of seven or eight different canning factories located in various parts of the State.

For a great many years too he was an extensive handler of various California products including apricots, prunes, walnuts, honey, oranges, etc., and it is said that he sold the first carload of raisins ever shipped from the State of California.

With all these many activities occupying his attention, he still found time to father the development and growth of Jackson & Perkins Company. In fact he continued actively in the business until about ten years ago when for the benefit of his health he moved to California where, though seventy-five years of age, he interested himself in various enterprises among them being the development of several orange groves, walnut and deciduous fruit ranches, besides operating an extensive poultry farm.

Mr. Charles H. Perkins is survived by two sons, Albert J. Perkins of Santa Ana, California, and George C. Perkins, president of Jackson & Perkins Company Newark, New York, and by two brothers, W. W. Perkins and C. J. Perkins, both of Santa Ana, California. Also he is survived by two grandchildren, Mr. C. Stuart Perkins, of Philadelphia, and Mrs. E. B. Estabrook, of Germantown, Philadelphia, son and daughter of George C. Perkins. Mrs. Estabrook is the namesake of the well known Climbing Rose "Dorothy Perkins" which was originated in the Jackson & Perkins nursery.

### THE ILLINOIS STATE NURSERYMEN'S ASSOCIATION

#### AN INVITATION—TO THE TRADE

You are extended a special personal invitation and your presence is requested at the Illinois State Nurserymen's Convention to be held in Chicago on January 22-23, 1925, at the Hotel LaSalle.

Now that your Fall work is out of the way and Spring is just around the corner, is a good time to slow up a bit and rub elbows with your brother Nurserymen.

Through cooperation of all the Trade—also National, Sectional and State Associations, the Illinois State Nurserymen's Association is enabled to offer you a smooth running well organized Convention with assurance that your time and money will be profitably invested.

A business program for busy Nurserymen has been prepared. There will be Trade Exhibits—Banquet, etc. The men you want to see and do business with will be there.

But the important thing right now is to make your reservations at the Hotel LaSalle, Chicago. Don't wait a day longer—January is always a busy month with the hotels—so attend to this important matter NOW—and avoid disappointment later.

Rates, accommodations and location are familiar to all.

Those coming from a distant point can, if desired, arrange to attend the Western Association of Nurserymen's Convention at Kansas City, Missouri, January 28 and 29th, Hotel Baltimore.

Looking forward to having the pleasure of your attendance, advice and cooperation, we are for a better and bigger Nursery Business.

#### EXECUTIVE COMMITTEE,

Illinois State Nurserymen's Ass'n.

#### Rates are as follows:

Single Room without Bath .....	\$2.50 to \$4.00
Single Room with Bath .....	4.00 to 7.00
Double Room without Bath .....	4.50 to 5.50
Double Room with Bath .....	6.00 to 9.00



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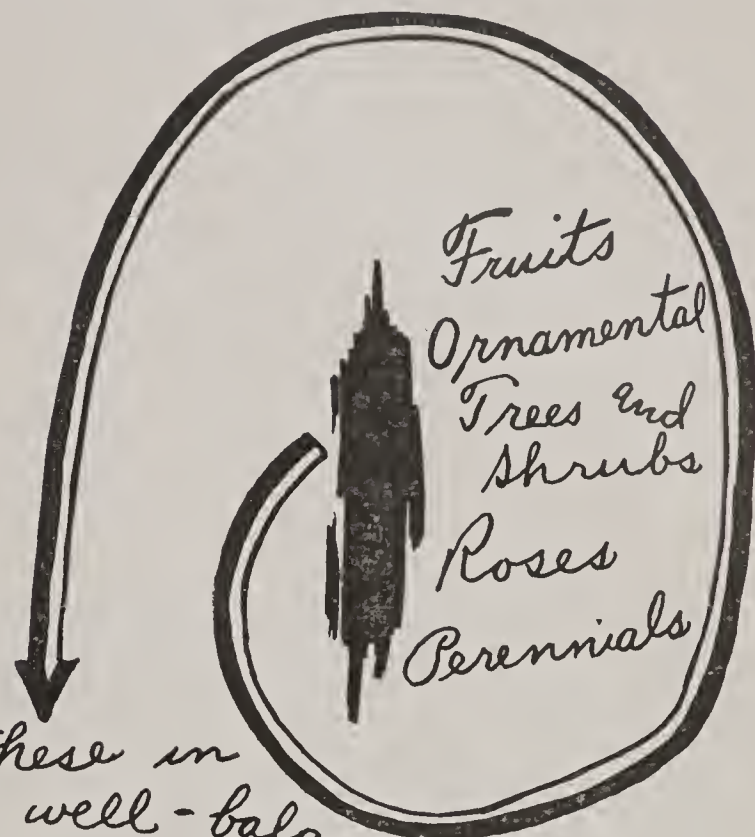
**JAPAN BARBERRY**

And most anything else you are likely to need in fruit trees, shade trees, shrubs, perennials, roses, etc.

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The one we have used for years and by far the most satisfactory of any we have ever seen. It does exactly the work for which it was designed and does it right. If interested we will be glad to send description and prices.

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We grow young evergreens in large quantities and every tree we sell is raised from seeds in our own nurseries.

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## PLANS OF THE ILLINOIS STATE NURSERYMEN'S ASSOCIATION

The tentative plans of the Illinois State Nurserymen's Association meeting to be held January 22nd and 23rd at the Hotel LaSalle, Chicago, Illinois, call for business session from 9.30 to 12.30, balance of the day to be taken up with business among the various Nurserymen. There will be a banquet to which all are invited. This is to be held in the Red room, January 22nd.

The following committees to serve one year have been appointed by President A. E. Nelson:

To Cooperate with Florists: Geo. Washburn, Chairman, Geo. Klehm, and Harry Cultra.

Press: L. L. Kumlien, Chairman; Frank Palmgren, Henry Bolwig, and J. H. Freeman.

Banquet: A. E. Gyllenhaal, Chairman. Elmer Clavey, Geo. Burrige, A. J. Cultra, Rodney Smith, and A. H. Seymour.

Nursery Machinery: H. B. Cultra Chairman; William Reed, Henry Bock, Richard Thiedel, A. Gyllenhaal, and William Gibbs.

Uniform Planting Contract: Frank J. Littleford, Chairman; W. A. Beaudry, and Elmer Clavey.

Exhibits: W. A. Beaudry, Chairman; R. M. Owen, Henry Klehm, and Lewis Bryant.

Soil Improvement: Prof. W. S. Brack, Chairman; Prof. B. S. Pickett, and A. M. Augustine.

Membership: A. Gyllenhaal, Chairman; N. E. Averill, L. Graves, J. M. Wise, and H. G. Wirt.

Legislative: A. M. Augustine, Chairman; C. S. Wolke, G. E. Galeener, Vern Smith, and F. W. Von Oven.

To Cooperate With Seedsmen: R. B. Howe, Chairman; A. H. Hill, Leonard Vaughan, and F. W. Von Oven.

Transportation: R. M. Owen, Chairman; Carl Crop, R. Leesley, A. H. Hill, William Gibbs, and A. J. Cultra.

Added Values to Property by the Planting of Ornaments: Wm. A. Beaudry, Chairman; A. E. Nelson, Geo. H. Hemingway.

One hundred rooms have been reserved by the Association at the Hotel La Salle and any one desiring accommodations there during the Convention should communicate with the Secretary, N. E. Averill, Dundee, Illinois.

It is planned to have a meeting of general interest to the entire trade and invitations are extended to all Nurserymen who can attend.

There will be an exhibit of both Nursery stock and machinery and all exhibitors are invited to write to the Chairman of the Exhibits committee, Wm. A. Beaudry, Railway Exchange Bldg., Chicago, Illinois.

## FRUIT TREE SITUATION

A very interesting letter came before us from the Stark Brothers Nurseries and Orchards Company, Louisiana, Missouri, which indicates there is little likelihood of a slump in fruit tree prices, especially apple.

Mr. Stark says:

"You may be glad to know that in the last three or four weeks there has been more or less a revolution in the fruit tree situation, especially apple. We have had, I think, five times as many commercial inquiries for apple as we had this time last year, and inquiries from a

great many small nurserymen wanting to buy apple trees.

"I suppose there is enough stock in the country to take care of the demand, but my personal opinion is that the demand will be two or three times as great for apple this year as it was last year.

"My personal opinion is that apple orchardists this year are going to make big money. The moderate crop in the Northwest is not going to hurt the Eastern growers, and the Eastern growers are the ones who buy our fruit trees, so everything considered, I believe the nurserymen east of the Rocky Mountains will sell two or three times as many apple trees as last year. I feel quite certain our apple tree sales will show a big increase—in fact, they have already.

"In the last four to six weeks the apple orchardists have raised the price of apples in the orchard from 25 to 30%, and I understand out in this section the buyers are breaking their necks to buy, and the orchardists are very 'stiff-necked' about selling."

## NURSERY SALESMEN

A good looking salesman came to the office from H. F. Hillenmeyer & Sons, Lexington, Kentucky, being from the South his outward dress was of blue and gray. Inside, coated sepia paper, copiously illustrated, giving a very good appearance all through. This salesman evidently had much thought and study put upon it before going on the road.

The opening page shows a picture of the great shaft which marks the resting place of Henry Clay, with a brief eulogy on that eminent statesman, telling of his love for nature. This gives the necessary sentimental introduction and softens the approach of this salesman to interest those it calls upon in the things it has to offer.

Page two introduces four generations of the Hillenmeyer family.

While this salesman shows an unusual amount of thought and study in its preparation we are not at all sure that it is going to prove one that will turn in the orders unless given a helper in some form or other.

According to scientific salesmanship there are three parts to a sale. Gaining attention, arousing interest and bringing the buyer to a decision. Many buyers will not come to a decision without the price is quoted.

Our salesman carries no prices, otherwise it seems all that could be desired for attracting attention and arousing interest.

## RIGHT AND WRONG MULCHING

Nurserymen are often tempted to set out plants in late fall but hesitate because they are afraid they will lose a goodly proportion through lifting by frost. Much depends on the type of the soil and the kind of plants to be mulched.

The general impression in regard to mulching is that it keeps the plants warm. This is misleading. When the ground will freeze one and one-half or two feet deep under the mulching, as it often does in severe weather, it is equivalent there is not overwhelming warmth in the mulch. In fact, a mulch of leaves or stable manure of



**SPECIAL PRICES**

For Late Fall Shipment, June First Payment

We will make special prices on Cherry to save Storage

CHERRY 11-16 up 4 to 5 ft. One Year

CHERRY 9-16 to 11-16 3½ to 4½ feet

CHERRY 7-16 to 9-16 3 to 4 feet

SWEET CHERRY One Year 5 to 7 feet

CHERRY 2 Year Sours &amp; Dukes, limited amount

**SPECIAL PRICES ON FRENCH GROWN SEEDLINGS**

200,000 MAHALEB 5-9 m. m.

50,000 MAHALEB 3-5 m. m.

30,000 FRENCH PEAR 7-12 m. m. Transplanted

10,000 FRENCH PEAR 5-7 Transplanted

20,000 APPLE 7-12 transplanted

10,000 APPLE 5-7 transplanted

**VINCENNES NURSERIES**

W. C. REED &amp; SON, Vincennes, Indiana

**HILL'S EVERGREENS  
FOR LINING OUT**

Complete assortment of Evergreens, including Firs, Junipers, Spruces, Pines, Yews, Arbor Vitaes, Cedrus, Taxus, Biotas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

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EVERGREEN SPECIALISTS - LARGEST GROWERS IN AMERICA

Box 401

DUNDEE ILL.

**HEAVY CHINESE CANES**

Much stronger than Japanese, also heavier and more durable. Excellent for young trees, dahlias, roses and all kinds of nursery stock.

Diameter	Length	Diameter	Length
¼ inch	4 ft.	⅝ to ¾ in.	6 ft.
½ to ⅝ in	4 ft.	⅝ to ¾ in.	8 ft.

Send For Prices. Free Samples Prepaid on Request.

**GOLDEN PRIVET**

2½ inch and Bushy Field Grown

Everything in Seeds, Bulbs, Plants and Rooted Cuttings

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NEW YORK CITY**T. S. HUBBARD CO., Fredonia, N. Y.**

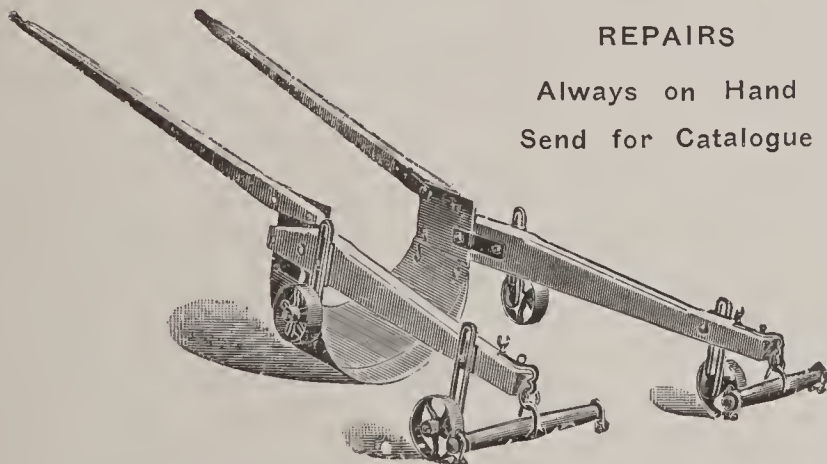
Growers of Grape Vines and Small Fruit Plants  
For Garden and Vineyard Planting

Established 1866

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1857

1924

**BRAGG'S  
COMMON SENSE  
TREE DIGGER**

REPAIRS

Always on Hand

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Digger gets All the Roots at the rate of Twenty to Forty Thousand trees per day, and only needs same power as plow

**L. G. BRAGG & CO.**  
KALAMAZOO, MICH.

**ROSE STOCKS**

*Manetti and Rugosa*  
(Holland Grown)

*Multiflora Japonica*  
(Our Own Growing)

— OTHER —

**LINING OUT STOCK**  
(Our Own Growing)

**BERBERRY THUNBERGII SDLGs.**

Ampelopsis Veitchii Seedlings

Clematis Paniculata (Seedlings &amp; Transplants)

Apple Seedlings (Very Fine)

Elm American Transplants

Privet Ibota Seedlings

Maple Silver Seedlings

Also a general line of Nursery Stock. Our storage and shipping facilities are the very best.

**C. E. WILSON & COMPANY**  
MANCHESTER, CONN.



sufficient bulk to produce heat by fermentation, as in a hot bed, would be harmful to most plants.

Mulching serves three purposes: First, it prevents drying out of the roots and the lower portion of the plants it comes in contact with. During dry, frosty, windy weather plants are very liable to suffer. We cannot give them water, as it would only freeze, but mulching prevents the drying out. Second, it helps to maintain an equable temperature at the roots of a plant, and prevents alternate freezing and thawing. Everyone has noticed how the ground will thaw in bright weather in sunny positions, while it will remain frozen where the sun does not strike it.

Without going into the science of it, this alternate freezing and thawing will lift shallow-rooted plants and those that are not properly established, right out of the ground with disastrous results.

A mulch put around such plants will prevent the thawings, so that when the ground once freezes it stays so until the frost leaves the ground in the spring.

A covering of snow acts in the same manner, and explains why some plants come through severe winters in the northern latitudes unharmed, while they suffer in milder climates.

The third value is a manurial rather than a protective one and depends rather on the kind of mulch used. Half-decayed stable manure is the most commonly used. It contains much plant food which washes down to the roots.

In many cases it can be forked into the ground in the spring, and will be beneficial because it adds humus to the soil even though the plant foods have all leached out.

To sum up the requirements for proper mulching: Do not put it on too early; after the ground begins to freeze is best. Use mulch four to eight inches deep; light material, such as straw or leaves, maybe used more liberally than heavier stuff.

Aim to cover the ground around the trees or smaller plants as far as the roots radiate. The distance will be known with newly planted stock. With established stock as far as the branches or tops reach, is a good rule.

When mulching herbaceous plants do not cover those plants that have succulent or tender and evergreen tops too deeply, or it will hold too much moisture around them and they will decay, especially if it be a mild winter. Such plants as pinks, Sweet Williams, hardy candytufts, stone crops, gaillardias, larkspurs, pansies and young seedlings of all kinds, just enough covering to keep off the sun and wind is sufficient.

#### APPLE GROWING EAST OF THE MISSISSIPPI

The fundamental principles of apple growing are discussed in a new bulletin just issued by the United States Department of Agriculture which treats in particular of apple growing east of the Mississippi River. The fruit grower, says the department, who best understands the principles involved and applies them wisely is the one who usually succeeds because he best meets the conditions of nature with which he contends. There is no "rule of thumb" method of procedure which can be laid down to fit all localities and conditions.

From their inception, says the department, many or-

chards are doomed to failure or to mediocrity of success only, because they are poorly located with respect to soil, local temperature conditions, or for some other reason which is inherent in the surroundings and which might easily have been avoided had the principles of good orcharding been observed in the beginning.

With the high costs that enter into the development and maintenance of apple orchards, any advantages of site and location and of favorable conditions with respect to regularity of crops, abundant yields, and perfection of development of the fruit may make a wide difference in the financial aspects of an orchard enterprise, as compared with one where adverse conditions occur.

The aim of Farmers' Bulletin 1360 is to help the grower in meeting some of the problems of apple orchard planting and maintenance. A copy may be secured upon request, as long as the supply lasts, from the United States Department of Agriculture, Washington, D. C.

#### "THE PROGRESSIVE FARMER"

"The Progressive Farmer" an agricultural paper with a circulation of 100,000 weekly, of each of its four editions, is living up to its name in cooperating with the nursery trade.

In its issue of November 15th appeared the following editorial and form for its readers to fill in. Such real help in bringing the farmers and nurserymen together to their mutual benefit deserves appreciation and reciprocity from the nurserymen.

#### LET'S REALLY DO SOMETHING ABOUT THIS ORCHARD BUSINESS

Nearly every thoughtful farmer expects "sometime" to have a good orchard. No doubt, too, that resolution to have a good orchard was strengthened in many minds by last week's "More and Better Fruit Special"—an issue, by the way, that it might pay not only to read but to file away for future reference.

But what we especially wish to emphasize now is the need for really going ahead and making a sure-enough start toward having a good orchard. Let's not just wait till maybe sometime some agent may come along and take our order. Instead, let's show some initiative on our own part. In order to help our readers to a decision, we are reprinting on page 10 the blank we last week suggested that each reader fill out and mail to some nurseryman. At the same time you do not commit yourself in any way by sending this blank; you just get prices on as many or as few of the printed list as you wish—and then you can place your order later, with all the facts before you. But we do beg you to use the inquiry blank on page 10, and make a real start toward getting a good orchard.

The truth is, that there is no longer any reason for not having an abundance of fruit nearly all the year. And we can not only have fruit—we can have **good fruit**. We need fruit that is not burrowed into and made unclean by worms; fruit that is not rough and soiled by scab or scale; fruit that is not rotted or made bitter by disease. On the contrary, we can have **good fruit**—wholesome, delicious fruit, fit for a king to eat—just as good as the fruit stores in our cities delight the eye and tempt the appetite with. It pays to have fresh, clean fruit because (1) a fruit diet promotes health; (2) fruit is worth its cost as a food; (3) it is worth more than its cost in the pleasure it gives the whole family; while (4) a surplus for sale will often pay the cost of growing the fruit and a profit besides. There is, therefore, no risk in making the home orchard a profitable investment when it is properly cared for.

**Properly cared for!** There's the one obstacle in the way of more and better fruit all over the South. And there are properly-cared-for orchards all over the South, and they are paying, too.

As evidence that good orchards pay, just read what the proud keepers of home orchards had to say in last week's *Progressive Farmer*:—

Mr. Presley, of Mississippi, after supplying his home needs, sold more than \$300 worth of fruit from his home orchard.

Mr. Kiker, of North Carolina, brought up a run-down orchard



## Apple and Peach Trees

Plant Good Stock. Our Trees Grow

MITCHELL'S NURSERY, Beverly, Ohio

## NOW READY

### NEW CROPS

Norway Maple

Berberis Thunbergii

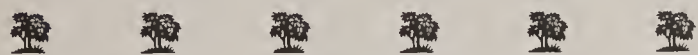
Clematis Paniculata

Ampelopsis Veitchii

*Send For Catalogue*

CONYERS B. FLEU, JR.

GERMANTOWN, PHILA.



## THE COLE NURSERY COMPANY

Painesville, Ohio

W. B. COLE, President.

FRUIT TREES—Especially, Dwarf Apples, Pearz, Plums, Peaches.

SMALL FRUITS—Grapes, well grown, Asparagus, Currants.

SHADE TREES—Our general good assortment. Root Pruned.

EVERGREENS—Fair assortment.

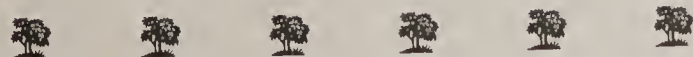
SHRUBS—Deutzia Gracilis, Deutzia Lemoinei, 500,000 Privet, California, 2 years. Spirea, 20 sorts. Weigelia Eva Rathke, Weigelia Variegated, Weigelia Candida.

VINES—Strong Plants. Honeysuckle, Halls. Clematis Paniculata. Aristolochia Siphon, 2 years.

ROSES.

PERENNIALS—Large Assortment. Phlox especially. Strong Plants.

*Let Us Quote You*



## A Few of Weller's Perennial Specialties

In 2 Year Old Fieldgrown Stock

With That Wonderful Root-system

Orders Booked Now For Spring

HARDY CHRYSANTHEMUM, as listed below:

Autumn Glow, Red

Eva, Fine pink

Gertrude, White

Rosy Morn, Pink

Snowclad, White

Ashbury, Sulphur White

Favorite, Rosy pink

Quinola, Yellow

Sylvia, Scarlet Bronze

Victoria, White

HARDY CARNATION, double variety

Red, Pink, White and Yellow

CAMPANULA MEDIUM, in separate colors

HIBISCUS GIANT MARSCH MALLOWS

Red, Pink, White and Crimson Eye

HOLLYHOCK, double or single, all colors

PAPAYER ORIENTALIS, scarlet and pink

PYRETHRUM (Painted Daisy), mixed

TRITOMA PFITZERI

*Write for Complete Catalogue*

WELLER NURSERIES COMPANY, INC.

Largest Growers of Perennials

HOLLAND

MICHIGAN

BARBERRY THUNBERGII, { 3 yrs. Heavy Size  
12-18, 18-24 in. and  
2-3 ft.

BARBERRY THUNBERGII, { 2 yrs. Heavy Size  
12-18, 18-24 in.

California Privet 3 yrs. Heavy Size 18-24 in., 2-3, 3-4 ft.

Apple 2 and 3 yrs.

Pears 2 and 3 yrs.

Cherry 2 and 3 yrs.

Plum 2 and 3 yrs.

Peaches 1 yr.

Asparagus

Grapes

Ornamental

Shrubby

Evergreens

*If You Have Not Received Our Price List Send For One*

ROCKFALL NURSERY CO., Rockfall, Conn.

## PEACH PITS

*New Crop Ready Now*

## PEACH TREES

Yearlings—General Assortment of Varieties  
and Sizes

And we need a few Peach of certain sorts.  
Send list of surplus and prices.

THE HOWARD-HICKORY CO.

Hickory, N. C.



that now pays its own expenses, supplies the family with fresh fruit from the first of June until fall, and then earns a net profit from the sale of surplus fruit.

Mr. Pearson, of Texas, advertised his surplus fruit only one year—the first. His neighbors now come after it and pay \$1 to 50 cents per bushel more than they are willing to pay others.

Mr. Darnell says that his two acres in fruit are the most profitable part of his farm.

Mr. O. A. Green sold the peaches from twenty-five trees for \$125, and got as much more from a few apple trees.

And so on and on.

This is what wide-awake farmers are doing, and they are no better situated than the rest of us for having more fruit and better fruit. The difference is that these successful ones have not just talked about good fruit. They have actually ordered the trees and have done their part by them—and reaped their reward. We can do the same if we will. Isn't it time to really try it—and not just talk about trying it sometime?

Suppose you and Mrs. Farmer carefully look over the blank on page 10 and see whether you think it will do you any harm to use it.

LET'S SEND THIS ORDER TO SOME NURSERYMAN NOW

The following blank was printed in last week's paper but we are printing it again in the hope that some readers who missed it last week will use it now and so make a real start at last toward getting the joys of good fruit for themselves and their families. The trees and shrubbery listed will give ripe fruit over a long period of time, and will furnish enough shrubbery for a foundation planting. Change the list by cutting out or adding to as your needs warrant, and mail to some nurseryman whose reliability is guaranteed to you by the fact that he advertises in *The Progressive Farmer*.

P. O. .... R. F. D. .... Box .... State .....

Dear Sir:—Below is a list of fruit trees, etc., that I am considering planting. Please let me know if you can furnish all these and at what prices for good quality.

Name .....

Muscadine	Grape	Apple	Peach	Japanese	Persimmon
2	Scuppernong	2	Early Harvest	2	Tane Nashi
2	James	2	Yellow Transparent	5	Carmen
	<b>Fig</b>	2	Red June	5	Hiley
2	Brown Turkey	2	Delicious	6	Belle of Georgia
2	Celeste	2	Winesap	6	Elberta
	<b>Plum</b>	2	Yates		<b>Pecans</b>
1	Abundance		<b>Strawberry</b>	1	Stuart
1	Red June	500	Klondyke	1	Schley
1	Wild Goose	500	Lady Thompson	1	Moore
1	Damson		<b>Pear</b>	1	Success
	<b>Dewberry</b>	2	Pineapple or Sand		<b>Bunch Grape</b>
12	Lucretia	2	Keiffer	4	Moore's Early
	<b>Raspberry</b>		<b>Cherry</b>	2	Delaware
6	Cuthbert	1	Montmorency	4	Concord
6	St. Regis	1	Early Richmond	2	White Niagara

MANURE

Nurserymen need not be told that manure is getting scarce and expensive. In some localities it is simply unobtainable at a cost at which it can be used.

Chemical fertilizers soiling crops are alright in their way, but barnyard or stable manure is a material for which there is no substitute in nursery practice.

Those nurseries that are located in territory where cattle raising is an industry, the solution of the problem is to add another department to the nursery and go into cattle raising so as to obtain the by-product, manure. This is being done successfully and profitably by large trucking or market gardening concerns.

The plan is to grow sufficient forage and feed crops and then buy a number of steers for fattening in the fall, keeping them housed up, only allowing them out in the pound, where ample straw is kept to conserve manurial values.

Toward spring, if properly cared for, they should have put on enough weight to sell for enough, at least, to pay

back the original purchase price and the cost of their feed, with the manure as a profit.

A PRODUCT FROM THE PALMETTO TREE

There has never been up until now a use for Florida's Palmetto tree.

A process has been discovered by which they can make an interior wall board from it. The tree is sliced up and dried into veneer like layers.

This Palmetto is known as the cabbage palmetto! It is impossible to use it as a lumber because of its very fibrous texture. It is very tough and requires a special set saw.

There is only one mill at present and it is on the East Coast of Florida.

The tree sometimes grows as high as eighty feet and lives to be one hundred years old.

UNITED STATES CIVIL SERVICE EXAMINATION

The United States Civil Service Commission announces the following open competitive examination:

PLANT QUARANTINE INSPECTOR

An examination for plant quarantine inspector will be held throughout the country on December 10. It is to fill vacancies in the Federal Horticultural Board, Department of Agriculture, at an entrance salary of \$1,860 a year. Advancement in pay may be made without change in assignment up to \$2,400 a year.

The duties of the position are to assist in the enforcement of the various quarantine and regulatory orders issued under the plant quarantine act of August 20, 1912.

Competitors will be rated on either entomology or plant pathology, practical questions in plant-inspection work, and education and experience.

CATALOGUES RECEIVED

- Forest Nur. Co., McMinnville, Tenn.  
Wholesale Trade List.
- J. C. Hale Nur. Co., Winchester, Tenn.  
Peach Trees.
- F. M. Crayton & Sons, Biltmore, N. C.  
Lining Out Plants, Cuttings and Seeds.
- Robert C. Young, Greensboro, N. C.  
Few Bargains.
- E. C. Robbins, Pineola, N. C.  
Wholesale Trade List.
- Leesley Bros. Nurs., Chicago, Ill.  
Wholesale Catalogue.
- D. Hill Nur. Co., Dundee, Ill.  
Special Offer of Choice Stock.  
Lining Out Stock.
- Beverly Nur. Co., Beverly, Ohio.  
Choice Fruits, Trees, Shrubs, Etc.
- H. F. Hillenmeyer & Sons, Lexington, Ky.  
1924—1925
- Old Farm Nurs., Boskoop, Holland.  
Special Wholesale Price List
- Griffing Nurs, Beaumont, Texas.  
Price List
- E. Turbat & Co., Orleans, France.  
Wholesale List
- S. R. McKee Nurs. and Rose Gardens, Jacksonville, Texas.
- Royal Palm Nurs., Oneco, Fla.  
Tropical Planting Book and Catalogue



# SHRUBS

Large Assortment, Including Everything  
That Is Good

**SPIRAEA ANTHONY WATERER**

1½ to 2 ft., 2 to 2½ ft.

**SPIRAEA VAN HOUTTEI**

3 to 4 ft., 4 to 5 ft.

**BERBERIS THUNBERGII**

1½ to 2 ft., 2 to 2½ ft., 2½ to 3 ft.

**FORSYTHEA FORTUNEI**

2 to 3 ft., 3 to 4 ft., 4 to 5 ft.

**HYDRANGEA, P. G. BUSH**

2 to 3 ft., 3 to 4 ft., 4 to 5 ft.

**SPIRAEA FOREBELI**

1½ to 2 ft.

**VIBURNUM DENTATUM**

2 to 3 ft., 3 to 4 ft.

**WEIGELA ROSEA**

2 to 3 ft.

*If you have not received our Fall Wholesale Catalogue, write for a copy*

**THOMAS B. MEEHAN CO.**

*Wholesale Nurserymen*

**DRESHER, PENNSYLVANIA**

# EVERGREENS

*Seedlings—Transplants*

**MILLIONS OF THEM**

Arbor Vitae—American  
Arbor Vitae—Compacta  
Arbor Vitae—Douglas Golden  
Arbor Vitae—Globosa  
Arbor Vitae—Hoveys Golden  
Arbor Vitae—Pyramidalis  
Arbor Vitae—Siberian  
Arbor Vitae—Tom Thumb  
Arbor Vitae—Orientalis  
Austrian Pine  
Biota Orientalis  
Black Hills Spruce  
Colorado Blue Spruce  
Douglas Spruce  
Engelmanns Spruce  
Irish Juniper

Jack Pine  
Juniper Savina  
Juniper Swedish  
Juniper Pfitzeriana  
Juniper Tamariscifolia  
Larch Europea  
Norway Spruce  
Pinus Mugho  
Pinus Flexilis  
Pinus Ponderosa  
Norway Pine  
Pinus Densiflora  
Red Cedar  
Retinispora (3 varieties)  
Scotch Pine  
White Pine  
White Spruce

**A Fine Stock of Large-size Shade Trees**

Elm  
Ash

Burr Oak  
Linden

Soft Maple  
Red Oak

*Especially Attractive Prices on Large Orders*

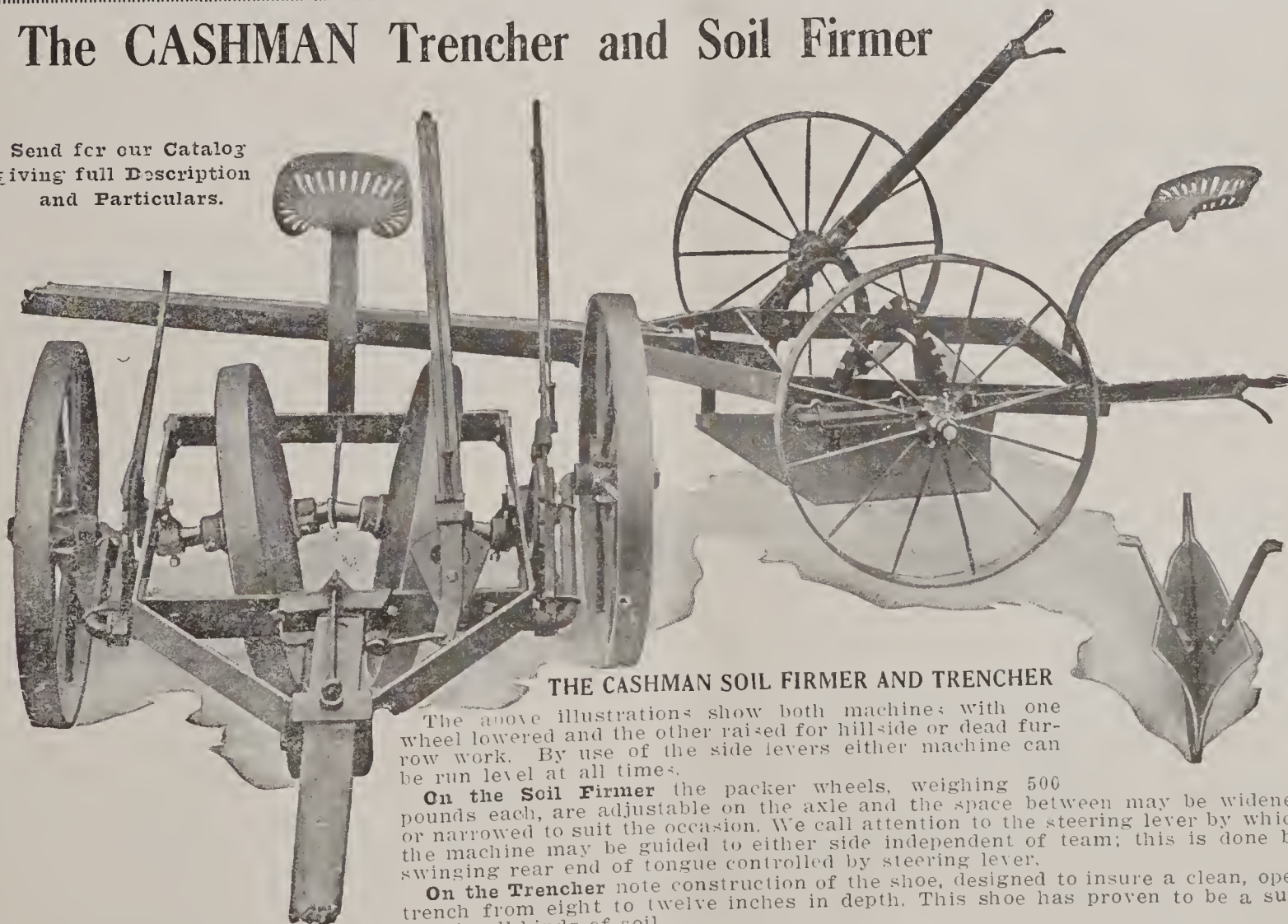
Also a fine lot of Ornamental Shrubs for lining out, and  
a Complete Line of Fruit, Ornamental Stock and  
Deciduous Shrubs

**SHERMAN NURSERY CO.**

**CHARLES CITY, IOWA**

## The CASHMAN Trencher and Soil Firmer

Send for our Catalog  
giving full Description  
and Particulars.



**THE CASHMAN SOIL FIRMER AND TRENCHER**

The above illustrations show both machines with one wheel lowered and the other raised for hill-side or dead furrow work. By use of the side levers either machine can be run level at all times.

On the Soil Firmer the packer wheels, weighing 500 pounds each, are adjustable on the axle and the space between may be widened or narrowed to suit the occasion. We call attention to the steering lever by which the machine may be guided to either side independent of team; this is done by swinging rear end of tongue controlled by steering lever.

On the Trencher note construction of the shoe, designed to insure a clean, open trench from eight to twelve inches in depth. This shoe has proven to be a success in all kinds of soil.

Manufactured only by **CLINTON FALLS NURSERY COMPANY**, Owatonna, Minnesota

When writing to Advertisers please mention the National Nurseryman.



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Subscribers to "Nurserymen's Fund for Market Development."

HATBORO, PENNA.

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Per 100 and per 1000

AUDUBON Nursery, H. Verzaal, Prop., P. O. Box 275, Wilmington, N. C.

OCTOBER 6th, 1924

Is our date to begin filling orders for STRAWBERRY PLANTS. Correspond with us.

V. R. ALLEN, Seaford, Del.

We Are Large Growers of Fruit and Nut Trees, Ornaments and ROSES. Give Us a Trial. We Know the Quality of Our Stock Will Please You.

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Apple 1 and 2 year  
Cherry 1 and 2 year  
Peach  
Pear  
Catalpa Bungei

Peonies  
Iris  
Rhubarb  
Blackberries  
Gooseberries  
Currants

Grapes  
Barberry Thunbergii  
Spirea Anthony Waterer  
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Fraser Fir  
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Sawara Retinospora  
Prostrate Juniper (depressa)  
Red Cedar  
Mountain-laurel

Koyamai Spruce  
Koster Blue Spruce  
Mugho Pine  
Douglas-fir  
Canada Yew  
Arborvitae  
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etc., etc.

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Huntsville, Ala.

## Young's Boxwood and Evergreens

FOR LINING OUT

My Service and Stock Will Please You

WRITE FOR WHOLESALE TRADE LIST

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To A. A. N. Members—Your Credit is Good With Me

## CONCORD GRAPE VINES

260,000 extra fine one year old vines. also a quantity of two year. This stock is guaranteed to please. Write for Prices.

R. L. TUTTLE, Nurseryman and Florist  
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## DEPENDABLE PECAN TREES

Growers of First Quality Pecan Trees. Dependable for giving profitable returns. All standard varieties. Place orders now.

Also growers of open-field-grown budded and grafted Rose Bushes and other nursery stock.

SUMMIT NURSERIES, Monticello, Florida.

## PEACH TREES

30 Varieties. All grades. Car lots or less. Prices right. Shipping begins Oct. 1. Beautiful lot of trees. Also Apple, Pear, Plum Etc.

SMITH BROS. NURSERY CO., Concord, Ga.



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## PEACH SEED NEW CROP

Get Our Prices

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*Palms and Greenhouse Stock, Roses in Bush, Standard or Tree Form, Evergreens, Trees and Perennials-  
Boxwood, Rhododendrons, Andromedas, Ericas, Azaleas, Japanese, Ghent, and Mollis.* Send Us Your Want List.  
Inspect Our Stock.



## SCARFF'S NURSERY

Headquarters for

### Small Fruit Plants

and LINING OUT STOCK

Our list quotes lowest prices.

Strawberries	Grape Vines	Asparagus
Raspberries	Privet	Rhubarb
Dewberries	Spirea	Barberry Seedling
Blackberries	Hardwood Cuttings	Althea Seedling
Elderberries	Iris	Calycanthus Seedling
Currants	Mulberries	Hydrangean P. G. Layers
Gooseberries	Sage	Russian Olive Seedlings
	Horseradish	

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### EUROPEAN SYCAMORE, SILVER MAPLE

And Other Shade Trees in All Sizes

A Fine Lot of

### CALIFORNIA PRIVET

12-18 in. and 18-24 in.

And Hardy Shrubs of All Kinds

Also a Limited Supply of Fruit Trees and  
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Growers and Exporters of Fruit Tree Stocks,  
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### BROAD-LEAVED EVERGREENS FROM THE BLUE RIDGE REGION

We can ship at once carloads of KALMIA LATIFOLIA,  
extra select clumps, 1½ to 5 feet.

We can also meet your requirements in Stenanthium robustum, Trillium grandiflorum, Lilium grayi, and L. superbum, Cyripedium spectabile, Leucothoe catesbaei, Pieris floribunda, Viburnum cassinoides, Azalea canescens, A. nudiflora, A. vaseyi, Rhododendron maximum, R. Carolinianum, R. catawbiense.

Price List Will Be Mailed Promptly on Request

**E. C. ROBBINS**, Pineola, North Carolina

The cheapest and best material for Budding and Tying is RAFFIA. We can ship promptly. Standard Brands:- RED STAR, X. X. SUPERIOR, A. A. WESTCOAST. Write for prices.

**THOMAS B. MEEHAN CO., Dresher, Penna.**

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We Still Have a  
Large Stock of

## EVERGREENS

Including a good  
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medium sizes.

Trees and Shrubs also.

We are headquarters  
for Taxus Canadensis,  
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## STEEL BOX STRAPPING

FOR

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AN ESSENTIAL TO FINISH YOUR JOB

AT A NEGLIGIBLE PRICE.

STANDARD SIZES USED BY NINETY

PERCENT OF THE NURSERY TRADE ARE

8 in. X 1 in. AND 12 in. X 1 in.

ANY SIZE CAN BE FURNISHED

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# L. R. TAYLOR & SONS

*Topeka Nurseries*

TOPEKA - - - KANSAS

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## Blue Ribbon Stock

*For Fall 1924*

### Trees

Apple : Peach : Plum : Cherry : Apricot

### Seedlings

Apple : Plum : Pear : Cherry

### Grafts

Apple

Pear

*Write for Prices.*

*Satisfaction Guaranteed.*

# YES

the foliage is still perfect on our blocks of

## CHERRY

both one and two year, and there's a reason  
for it. Come look them over and be con-  
vinced, or, if you can't come, ask for sam-  
ple. Never had a better lot of trees to offer.

Leading Commercial Varieties, All Grades

Ask for prices on Car Lots

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### Knox Nursery & Orchard Co.

*(Successors to H. M. Simpson & Sons)*

VINCENNES, IND.



## PEACH TREES

(Harrison Grown)

### Budded From Our Fruiting Orchards

We have developed at Berlin the finest aggregation of strains of peaches to be found anywhere in the country. It was only possible for us to do this by the large commercial peach orchards which we have in bearing.

Elberta	Belle of Georgia
Hiley	Fox Seedling
Carman	Salway
Ray	Late Crawford
Brackett	Slappey
White Heath	Frances
Cling	Greensboro
Krummels	Weaver
Mamie Ross	Rochester
Champion	J. H. Hale

1 yr. 5 to 7 ft. 11-16 in. and up cal.  
1 yr. 4 to 6 ft. 9-16 to 11-16 in. cal.  
1 yr. 4 to 5 ft. 1/2 to 9-16 in. caliper  
1 yr. 3 to 4 1/2 ft. 7-16 to 9-16 in. cal.  
1 yr. 3 to 4 ft. 7-16 to 1/2 in. caliper  
1 yr. 2 to 3 ft. 5-16 to 7-16 in. cal.  
1 yr. 1 1/2 to 2 ft.  
1 yr. 1 to 1 1/2 ft.

## PEAR TREES

STANDARD (Harrison Grown)

Keiffer

3 yr. budded 7 to 8 ft. 1 inch  
3 yr. budded 6 to 7 ft. 3/4 inch  
2 yr. 6 to 7 ft. 3/4 inch  
2 yr. 5 to 6 ft. 5-8 inch  
2 yr. 4 to 5 ft. 1/2 inch  
1 yr. 5 to 6 ft. 5-8 inch  
1 yr. 4 to 5 ft. 1/2 inch  
1 yr. 3 to 4 ft. 7-16 inch  
1 yr. 2 to 3 ft. 5-16 inch

Duchess	Bartlett
Le Conte	Seckel

Clapps Favorite

2 yr. budded 6 to 7 ft. 11-16 inch  
2 yr. budded 5 to 6 ft. 5-8 inch  
2 yr. budded 4 to 5 ft. 1/2 inch  
2 yr. budded 3 to 4 ft. 7-16 inch  
1 yr. budded 5 to 6 ft. 9-16 inch up  
1 yr. budded 4 to 5 ft. 1/2 inch up  
1 yr. budded 3 to 4 ft. 7-16 inch up  
1 yr. budded 2 to 3 ft. 5-16 inch up

## DWARF PEARS

Budded on Angers French Quince Seedling

Duchess

2 yr. budded 4 ft. 5-8 inch up  
2 yr. budded 3 ft. 1/2 inch  
2 yr. budded 2 1/2 ft. 7-16 inch  
2 yr. budded 2 ft. 5-16 inch

## APRICOTS

Alexander

1 yr. budded 4 to 5 ft. 1/2 in. cal.  
1 yr. budded 3 to 4 ft. 7-16 in. cal.

Moorpark

1 yr. budded 2 to 3 ft. 5-16 in. cal.

## APPLE TREES

(Harrison Grown)

In order to continue our policy to grow the best trees for commercial planters, we have transferred our apple tree plantings to a new tract of land consisting of a total of three thousand acres—only a part of which is now planted.

Our one year apple trees from this tract will please you. The commercial orchardists are demanding one year apple trees.

Nero	Northern Spy
Gano	York Imperial
Hyslop	Maidens Blush
Baldwin	Grimes Golden
Winesap	Winter Banana
Wealthy	Yellow Newtown
Jonathan	(Albemarle Pippin)
Delicious	Stayman Winesap
Mc Intosh	Liveland Raspberry
Ben Davis	Yellow Transparent
Rome Beauty	Williams Early Red
Transcendent	Duchess of Oldenburg

Paragon (M. B. Twig)

Rhode Island Greening

Northwestern Greening

One year buds and grafts

1 yr. 5 to 6 ft. 5-8 inch caliper  
1 yr. 4 to 5 ft. 1/2 inch caliper  
1 yr. 3 to 4 ft. 7-16 inch caliper  
1 yr. 2 to 3 ft. 5-16 inch caliper  
1 yr. 1 1/2 to 2 ft.

TWO YEAR (Harrison Grown)

There is a scarcity of high grade two year budded apple trees of leading commercial varieties. The apple trees which we offer will please your most particular customers. Would suggest that you place your order for two year apple promptly to save yourself later disappointment.

Baldwin	York Imperial
McIntosh	Grimes Golden
Rome Beauty	Yellow Transparent
	Williams Early Red

2 yr. budded 6 to 7 ft. 3/4 in. caliper  
2 yr. budded 5 to 6 ft. 5-8 in. caliper  
2 yr. budded 4 to 5 ft. 1/2 in. caliper

## PLUM TREES

(Harrison Grown)

Budded on Myrobolan or on Peach Root

Orchardists are now realizing the importance of diversification of fruits and are adding plums to their orchard plantings. Our plums consist of leading varieties and are budded on French Myrobolan Seedlings. We would call your particular attention to the fact that our plum trees are budded on plum roots and not peach, thereby insuring a more satisfactory and longer lived tree.

Burbank	Bradshaw
Red June	Italian Prune
Abundance	Shropshire Damson
2 yr. budded 6 ft. 11-16 inch up	
2 yr. budded 5 ft. 5-8 inch	
2 yr. budded 4 ft. 1/2 inch	

## PLUM TREES, Cont.

2 yr. budded 3 ft. 7-16 inch  
1 yr. budded 6 ft. 11-16 inch  
1 yr. budded 5 ft. 5-8 inch  
1 yr. budded 4 ft. 1/2 inch

## CHERRY TREES

(Harrison Grown)

We are now making cherry trees one of our specialties and are growing them on a large scale. The trees which we are offering are fine and will compare favorably with cherries from any section. Our cherries are straight, smooth, clean, properly headed and have well developed root systems. Cherries were grown especially for the commercial orchard trade. All of the cherries are budded on French seedlings.

SOUR

Montmorency, Early Richmond, English Morello

1 yr. budded 3 1/2 ft. 9-16 inch caliper and up  
1 yr. budded 3 ft. 1/2 inch caliper and up  
1 yr. budded 2 1/2 ft. 7-16 inch caliper and up  
1 yr. budded 2 ft. 5-16 inch caliper and up  
1 yr. budded 1 ft.

## GRAPE VINES

(Harrison Grown)

Grapes during the past few years have been exceedingly profitable and for that reason the demand for first class grape vines has exceeded the supply. Anticipating this demand we suggest early purchases on grapes.

Concord

2 yr. No. 1 1 yr. No. 1  
2 yr. No. 2 1 yr. No. 2

Niagara

2 yr. No. 1 1 yr. No. 1  
2 yr. No. 2 1 yr. No. 2

Moores Early

2 yr. No. 1 1 yr. No. 1  
2 yr. No. 2 1 yr. No. 2

Delaware

2 yr. No. 1 1 yr. No. 1  
2 yr. No. 2 1 yr. No. 2

Brighton

1 yr. No. 1  
1 yr. No. 2

Catawba

1 yr. No. 1  
1 yr. No. 2

## ASPARAGUS (Harrison Grown)

Palmetto Giant Argenteuil  
Barrs Mammoth Convers Colossal  
2 yr. No. 1 Extra strong

DEWBERRIES

Lucretia 2 yr. No. 1

BLACKBERRIES

Blowers Lawton  
Early Harvest Mersereau  
French Lawton Snyder  
Iceberg Eldorado

RASPBERRIES

St. Regis King

# HARRISONS' NURSERIES

J. G. HARRISON & SONS, Proprietors

Berlin,

Maryland







